CHEMIST & DRUGGIST

The newsweekly for pharmacy

October 26, 1985

a Benn publication

PSNC to seek judicial review of entry control legislation — and looks for profits based on turnover

Contract gets majority vote in *C&D* survey

No oxygen concentrator contracts for pharmacists

NPA asks Gx for evidence of poor generics

No new faces on PSNI Council

Unichem Athens Convention

C&D Assistant of the Year finalists

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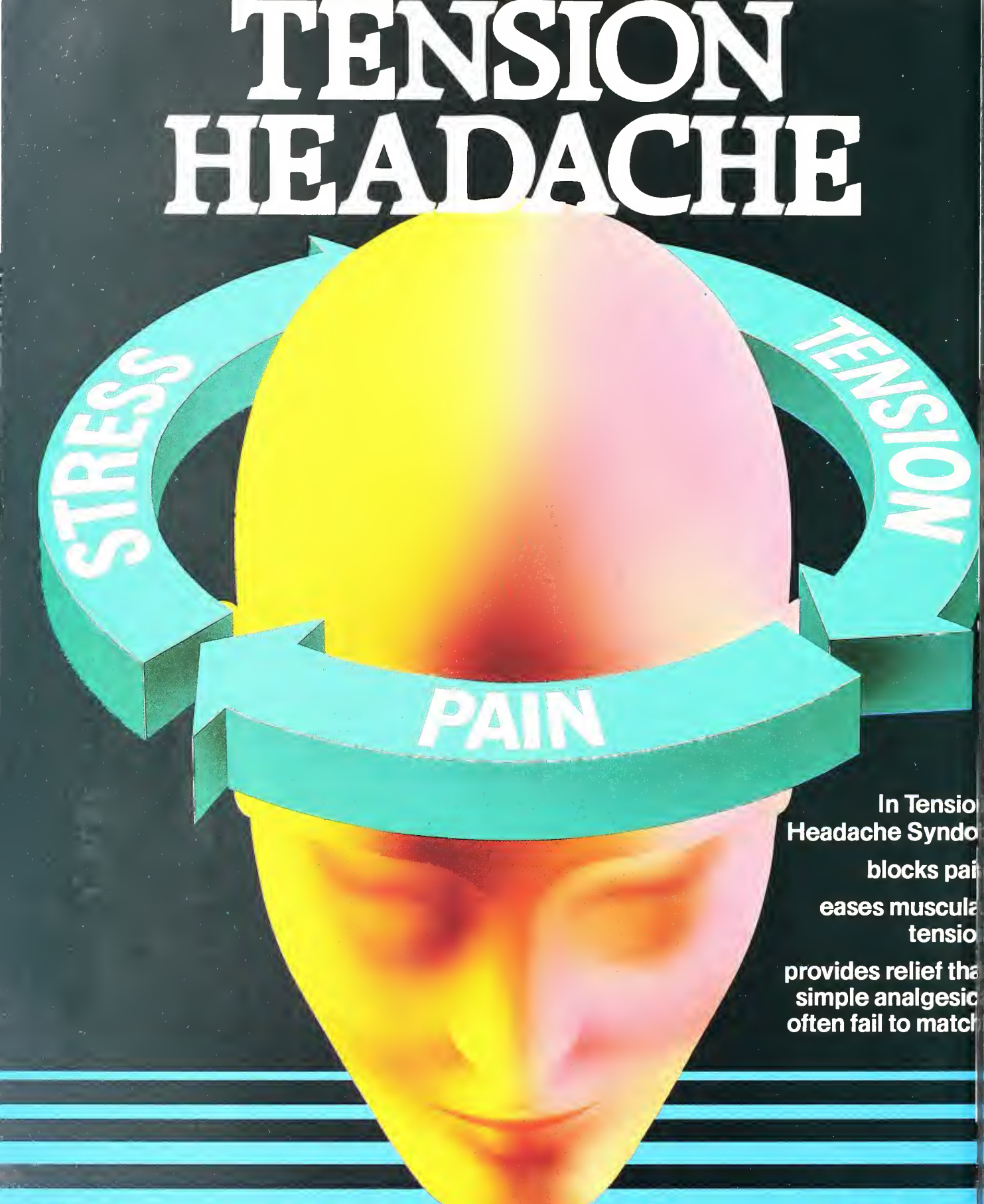

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simple analgesic
often fail to match

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CUTS ACROSS THE VICIOUS CIRCLE O
PAIN AND TENSION IN TENSION HEADACH

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Incorporating
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Editor:
John Skelton BPharm, MPS

Assistant Editor:
Patrick Grice BPharm, MPS

Beauty Editor:
Penny Farmer BA

Contributing Editor:
Adrienne de Mont
BPharm, MPS

Technical Reporter:
Robert Darracott, BPharm, MPS

Editorial Assistant:
Nia Williams, BA

Art Editor: Jonathon Bobbett

Price List Controller:
Colin Simpson

Advertisement Manager:
Peter Nicholls JP

Assistant Advertisement Manager:
Doug Mytton

Production: Shirley Wilson

Publisher:
Ronald Salmon FPS

Director:
Christopher Leonard-Morgan

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COMMENT

The Pharmaceutical Services Negotiating Committee can be forgiven for feeling that its particular guiding star is waning and that the British Pharmacists Association's is in the ascendency.

As *C&D* was preparing to close for press on Tuesday evening, news came through that the Lords had just thrown out the amendment in the Scottish general purposes Bill designed to facilitate the introduction of the new NHS pharmaceutical contract North of the Border. PSNC, and dare we say it? — the Government, were confident that a minor alteration to a complex legislative package would pass quietly through its third reading in the Lords, before going back to the Commons for a final "yea".

Lord Ross of Marnock evidently had other ideas and his amendent to delete the "new contract" clause, 55 was debated by an unusually packed House

and unexpectedly carried, despite the Government's paper majority. *C&D* has received assurances that both the Pharmaceutical General Council (Scotland) and PSNC had lobbied 'their' Lords and believed Lord Ross was only tabling his amendment to show that, although procedure had been followed to the letter, the Commons should have been given a chance to debate such a fundamental clause.

Certainly, PSNC understood Lord Ross would withdraw his amendment after debate. He did not! Pharmacists may accuse the Government, PSNC and the PGC of failing to do their homework properly. If contractors do not, then we are sure that the BPA will claim another victory — along with the Company Chemists Association and Underwoods lobby, perhaps?. PSNC will now hope that the Government will participate immediately in a judicial review to clear the legislative confusion as further evidence of its good intent to pharmacy, as well as to save itself and the taxpayer several million pounds. Meantime PSNC could be ruing its late entry into the national Press and radio game, because the BBC's man — if no one else — appears to believe the BPA is a representative voice for pharmacists in contractual negotiations with the Government!

Contract gets 30

As *Chemist & Druggist* closed for press Wednesday; contractors had voted by overwhelmingly 300 votes for — 28 vo against, the new contract. So by an almost 1 ratio; respondents are asking PSNC and PSGB Society to press the Government "bring in primary legislation within

Lords throw out Scottish contract

The amendment to a general Bill going through Parliament that would have allowed for introduction of a new contract in Scotland was defeated in the House of Lords by an unexpected 95 votes to 75 on Tuesday evening

Leading the fight against the amendment, Lord Ross of Marnock said that he objected to the way it had been "slipped in" at the report stage. "The Government should withdraw it so that we can get far more information and find out who are the people who will be affected," he said. Lord Bruce-Gardyne, a former Conservative Minister, and one of the few Tories to vote against the amendment, said he had never been inclined to support Lord Ross on any issue until this.

The amendment could be reintroduced by the Government next week at the Bill's final Commons stage but it is understood that this is highly unlikely. The current Parliamentary session closes at the end of next week, and any outstanding legislation falls.

William McConnell, chairman of the Pharmaceutical General Council, said he was extremely disappointed by the result. "We are taken aback at the course of events," he told *C&D*. "We understood it would go through as it was a Government amendment."

The PGC is analysing the situation and hoping for a meeting with Health Department officials as soon as possible, to see if there is any possible means of retrieving the situation. It appears the vote was not so much against the amendment, but was an obvious objection to the fact that it was tabled at such a late stage. The British Pharmacists Association claims to have been lobbying peers prior to the vote. Most of those voting against were opposition or cross bench peers.

PSNC chief executive Alan Smith said the result was unexpected. "The profession has a job to do selling the contract to the public and politicians. We cannot take it for granted that the advantages we see in the contract can be appreciated by politicians at first or even second glance." He urged pharmacists to write to MPs.

Mr Hayhoe and some of his advisers have been surprised by the strong reaction from the profession to the loss of the contract, Mr Smith said, and this was obviously influencing him to treat the matter with a bit more urgency.

Hayhoe says BPA had no influence

It was "absolute sheer and utter nonsense" to say the British Pharmacists Association had influenced the Government's decision not to go ahead with the new contract, Health Minister Barney Hayhoe said on Radio 4's Today programme on Wednesday.

"The reason I did not go ahead was on legal advice received last month. Based on the trend of legal judgments during the Summer it was the almost certain that the powers which it was thought were sufficient to carry through the contract, were not there," said Mr Hayhoe.

That was why, as far as Scotland was concerned, where appropriate Bill was going through Parliament, an amendment was tabled at a late stage. "The amendment was defeated by Labour, Liberal, SDP and cross-bench peers. They are the people who have prevented this contract coming into being in Scotland."

Mr Hayhoe described the BPA as a small splinter association and said the claim that the contract would drastically reduce remuneration of 17 per cent of pharmacies was a "considerable exaggeration".

[Throughout the interview presenter John Timson clearly believed the BPA was a representative body for community pharmacists, and was sharply rebuked for this by Mr Hayhoe. PSNC was the recognised negotiating body, the Minister for Health said, and the LPC conference had supported the new contract overwhelmingly — Editor.]

"The contract will improve pharmacy services in rural areas, which is surely something we would all wish to do. It will make it difficult for some small pharmacists in urban areass. They are uneconomic to run and at the moment the NHS is not spending money very sensibly in supporting them," said Mr Hayhoe

NPA asks Gx for evidence of poor generics

The NPA board has written to Gx Ltd inviting them to justify the launch of the Gx range by disclosing evidence of any shortfall in the quality, safety or efficacy of existing generic products.

A letter from NPA director Tim Astill to Gx marketing and sales director Marc Wheeler says that NPA board members shared much of the unease about the range, expressed in letters to the pharmaceutical Press since the launch in August.

"As we understand it, your justification for launching Gx products is that they will give prescribers an assurance that the medicines supplied to their patients will be of an adequate level of safety, quality and efficacy," writes Mr Astill. "By implication, you are casting doubt on the safety, quality and efficacy of other generic products which our members might dispense but we are not aware of any evidence which might support such an inference." approved by the Medicines Inspectorate and must pass appropriate.

If Gx have evidence to the contrary, they have a duty to disclose it otherwise there is no justification for marketing a range that could cause investment and stockholding problems for pharmacists and costs to the taxpayer, he adds.

Gx Ltd have replied that their range will not increase the NHS drugs bill but will save money. If all doctors currently prescribing branded products decided to change to the Gx equivalent, the saving to the NHS would be about £35-40m. The target audience for the Gx brand are those doctors who would like to reduce costs but are concerned about patient confusion and the real or perceived questions about quality, efficacy, consistency and source of product.

"Our message to the prescriber is not 'adequacy' of standard but rather of therapeutic consistency and appearance, and we cannot accept that we are, by implication, casting 'doubt' on established generic companies," writes general manager Neil Henderson.

He goes on to add that the ease with which quality control can be circumvented on some products must be of concern and there is no quality check when products arrive at the UK port. The medicines inspectorate has admitted that a significant number of overseas factories have not been inspected.

votes to date!

months, or less, to provide the necessary powers of limitation for entry into NHS pharmaceutical services." Ashwin Tanna, who launched the survey in *C&D* last week (see p690 for reply coupon), said he was happy at the initial trend, but urged all contractors to vote one way or the other.

PSNC asks DHSS for review of 'contract' law

The Pharmaceutical Services Negotiating Committee is to ask the Government to take part in a judicial review of the suspect English and Welsh legislation on the statutes. And the Committee feels the latest reverse in the courts for Secretary for Social Services Norman Fowler, this time at the hands of the opticians (p736), could oblige the DHSS to introduce primary legislation to allow it to clawback 'excess payments' — PSNC could then suggest a new contract entry limit clause should be tacked on.

The latest opinion received by PSNC from a second leading counsel, on the advisability of seeking a judicial review of existing enabling legislation to limit entry to NHS pharmaceutical contact, says: "In principle the disagreement could, in my view, be the subject of an application for judicial review for a declaration as to the Secretary of State's powers."

Counsel goes on to say: "The relevant parts of both the 1983 Regulations and the draft 1985 Regulations are within the powers conferred by the 1977 Act. I am fortified in that view by the fact that the former have been in force for two years without apparently being challenged. It is not clear from the Secretary of State's letter whether his advisers are also questioning the validity of those Regulations, but I find it difficult to see any relevant distinction."

Chairman David Sharpe told the pharmaceutical Press at a briefing last week before the Lords turned down the Scottish limitation of entry amendment: "At this stage we are prepared to believe the Government's intentions towards the new contract are still honourable. Why should it introduce the contract in Scotland and not in England and Wales."

But chief executive Alan Smith said that although clause 55, amending section 27 of the NHS (Scotland) Act 1978 was very clear and not open to judicial review, the Government would still have to lay regulations to bring in contract limitation North of the Border, after the Bill received the Royal Assent. Mr Smith believed the Government could move to close the legislative loophole exposed by the opticians in last week's judical review. It could then incorporate a limitation of entry clause for the NHS contracts. Mr Sharpe commented: "One wonders what Mr Fowler's Cabinet colleagues are beginning to say about his track record in the courts?"

Chief executive Alan Smith claims the Government will incur an extra £7m in costs on top of the £4m it could be saving if the new contracts is delayed for two years. In an article in Tuesday's *Times* he says the new contract would have brought around 600 pharmacy closures over two years, not the 2,000 claimed by some. And he points out that the pharmacies are opening at four times the rate they were last year, as contractors seek to beat the limit of entry provision in the new contract agreed by the Government and PSNC.

Mr Smith says: "Our advice is that Ministers do have the powers to bring the contract in. We are therefore writing to Mr Hayhoe asking him to join us in taking the issue to judicial review to see if the powers are there. If he will not, we will apply for a judicial review unilaterally."

Commenting on *The Times* report, Tom McNally, director of the British Retailers Association said: "The issue can best be settled by primary legislation which should be only be brought forward after the Minister has had a wide consultation with all the parties..."

☐ PSNC reports that one staunch opponent of the new contract, the BPA's Charles Flynn, has asked it to represent the Isle of Man in contract negotiations. Mr Sharpe says it showed Mr Flynn had full confidence in PSNC's negotiators!

DHSS gets NPA's view of contract

NPA director Tim Astill has forcibly expressed the dismay, disappointment and anger felt by the Association at the Government's decision not to implement the new contract, in informal meetings with senior DHSS officials.

McAstill had told the Department that the hopes of most pharmacy contractors in England and Wales had been pinned on the new contract, and the Minister's decision had left matters in a worse state than they had been before the negotiations began. He also said that the Government was under a very heavy moral and political obligation to find Parliamentary time to obtain the necessary legal power, if the lack of such power had been the true reason for the Minister's decision, the Board was told this week.

Mr Astill said he received assurance that it had been legal advice which had changed the Minister's mind, rather than persuasive lobbying. The DHSS officials said their disappointment at the last minute change was as deeply felt as that of the Pharmaceutical Services Negotiating Committee and the NPA. The officials said that both they and Ministers were well aware of the strength of feeling among contractors, and they repeated that Ministers were still firmly committed to the terms of their agreement with the PSNC.

They pointed to the Government's willingness to support the Scottish legislation as a clear indication of good faith. They emphasised the only reason for not proceeding had been advice from lawyers.

Pharmacy profits formula to be based on 'sales'?

The Pharmaceutical Services Negotiating Committee is to press the Government to alter the Frank's profit formula so that it is based on the contractors' turnover rather than capital employed. Also, it is seeking to make the basis for calculating the proprietors' notional salary more realistic.

The Department of Health and the Committee have one last chance to agree on profit before the formula is again put before the pharmacy review panel. So far, on the three previous occasions, the panel has considered the Frank's formula, it has found in favour of pharmacists, and has said the existing agreement should run till December 31.

PSNC believes the current formula does not produce profits for pharmacy that match those in other retail sectors. It says any new formula should be based on turnover and profit per prescription and not on capital employed as at present.

Notional salary will also be discussed on November 18. PSNC says if no agreement is reached that too will be put to the review panel. The Committee is looking for a notional salary in excess of £18,000. The present level is £14,899 for the year April 1984-85 — upgrading by the usual Boots' indices as usual is only likely to produce a notional salary of around £16,000, a level the Committee says is too low.

At present, if pharmacy employment is depressed, then the notional salary is kept down unfairly, says PSNC. Pharmacists' salaries should be kept in line with those in the open market.

Chairman David Sharpe says that while the new contract is on ice, PSNC will press for a vastly increased Basic Practice Allowance. It also wants to see dependence on fee reduced so that the contractors' remuneration is not vulnerable to the whim of any GP who extends his normal prescribing period.

PSNC suffers oxygen loss

The Pharmaceutical Services Negotiating Committee has failed to secure oxygen concentrator contracts for pharmacists in any of the nine regions for which the DHSS invited tenders in England and Wales.

The three successful contestants out of the 17 tenderers were Draeger Medical Ltd, Devilbiss. Health Care and Rimer-Alco — the three-year contracts run from December.

Minister for Health Barney Hayhoe says: "Patients who need to use large quantities of oxygen will derive benefit from this new method of supply. There will also be a real benefit to the taxpayer with savings of some £2½m a year."

PSNC's assistant secretary Peter Boardman said the Committee was bitterly disappointed. "Our tenders took account of the costs and payments at present received by pharmacists for the supply of oxygen cylinders. Contractors would not have thanked us if we had negotiated a rate for concentrators below that made by the Department for cylinder supply."

The contracts were awarded as follows: North and South London, Eastern, Yorkshire and Humberside — Drager Medical (Ltd); South West, North West, West Midlands and Central, North West and South Wales — Devilbiss Health Care, and the North, Rimer-Alco.

Each firm will have a contract with Family Practitioner Committees, in their regions to provide concentrators for patients who need long-term oxygen therapy (ie the administration of oxygen for 15 hours or more every day on a continuing basis). They will provide a full service to the patient; install the concentrator in a convenient place in the patient's home with piping to two convenient outlets; instruct the patient fully on its use; service the machine; provide an emergency service and emergency backup cylinder oxygen as prescribed and also remove the machine when no longer needed.

Contraception u-16

The Department of Health has reinstated its guidance allowing doctors to provide contraceptive services to young people under 16.

This follows the Law Lords' decision last week to uphold the rights of girls under 16 to receive contraceptives without their parents' consent. However, the Department's guidance will be reviewed. Health Minister Barney Hayhoe said that the full text of the Law Lords' judgment will be studied carefully and their conclusions drawn to the attention of doctors, health authorities and others responsible for providing services.

Opticians keep profits as DHSS lose 'review'

The Government's decision to cut opticians' fees to recover their alleged £14.2 million excess profits on NHS spectacles was ruled unlawful by a High Court judge last week. This is the fourth defeat in the courts for the DHSS in the past 18 months.

Mr Justice Macpherson said Secretary for Social Services Norman Fowler "has not acted within his lawful powers in deciding what is the fair determination of fees for sight testing and dispensing." He adjourned the case for 14 days to give time for the Government and the opticians' professional bodies to consider what sort of declaration would be suitable to give effect to his judgment.

Mr Fowler had claimed that a discount war between suppliers enabled opticians to make large profits on NHS glasses over the past seven years. On September 1, he introduced new levels of fees which cut the rates paid for all NHS work, from eye tests to the supply of glasses.

His decision was successfully challenged by the Federation of Ophthalmic and Dispensing Optical Practitioners, the opticians' professional association.

Mr Fowler had claimed that, under the 1984 Health and Social Security Act, he was entitled to deduct sums paid out in the past to the opticians, which he regarded as "unintended profits." But Mr Justice Macpherson said there was no legislation which allowed Mr Fowler to recover the money.

Since the opticians played no direct part in fixing payments for appliances, if there had been fault or failure in the past in the assessment of those payments, it lay with the DHSS and the Secretary for Social Services.

The judge said it seemed to him that any loss, "if there truly is one," should lie where it fell — on the shoulders of the taxpayer. Otherwise, a substantial number of opticians or firms which did not benefit from the alleged "unintended profits" made between 1978 and 1985 might unjustly and unfairly have to meet a share of the clawback sought by the Health Secretary.

"I do, however, stress that I impute no bad motive to the Department and further — more, there has been no sort of concealment of the full nature of the decision-making process," concluded Mr Justice Macpherson.

TOPICAL REFLECTIONS

by Xrayser

The 1985
CHEMIST & DRUGGIST
CHEMIST ASSISTANT OF THE YEAR COMPETITION

The finalists

The finalists in the *C&D* Chemist Assistant of the Year Competition have now been chosen. The twelve, who will compete for the title and a £1,000 top prize, on November 28, are:

Miss Karen Blacklock, Dixon/Spearman Ltd/Hills, 84 Front Street, Wickham.
Mrs Ann Boast, G.H. Ward, 240 Union Road, Oswaldtwistle, Lancs.
Miss Carole Bussell, Beardsley Chemist, 4 Cheapside, Shifnal, Shropshire.
Mrs Pamela Carter, Harts Chemist, 22 Chapel Street, Spondon, Derby.
Mrs Patricia Cox, Selles Chemist Ltd, The Square, Willerby, Hull, North Humberside.
Mrs Angela Drury, A. Whitworth Chemist, 269 Grimsby Road, Cleethorpes, South Humberside.
Mrs Brenda Fry, Medirex Pharmacy, 42 Wilcox Road, London SW8.
Mrs Deborah Hodson, H.C. Priestly, 46 Duckworth Lane, Bradford.
Miss Beverley McCluskey, Glade Chemists, Unit 28, The Elmsleigh Centre, Staines, Middlesex.
Mrs Karen O'Brien, T.W. Crompton Chemist, 193 Langworthy Road, Seedley, Salford 6.
Miss Annette Salisbury, Craven Pharmacy, 93 Caroline Square, Skipton, North Yorkshire.
Mrs Wendy Wrangham, Regal Pharmacy, 475 Anlaby Road, Hull.

Entry forms were marked by the National Pharmaceutical Association's training department (which did not have access to entrants' names until judging was completed), and in the next few weeks certificates will be issued to all contestants who reached the set standard. Once again, the judges were pleased with the overall quality of entries.

This year's new Competition section — giving a simple idea to boost sales or profits — produced some interesting suggestions, which will be summarised in a future issue. Names of sectional £100 prize winners will be announced at the same time.

The *C&D* Chemist Assistant of the Year Competition is sponsored jointly by May & Baker Ltd and Vichy (UK) Ltd and is organised in conjunction with the National Pharmaceutical Association.

Presidential rights?

The president of the Society, Dr Geoff Booth, thinks the Society should be involved in future contract negotiations. I like his way of 'avoiding' making a political speech while shooting from the hip. He says he would urge grass-root members to make sure Council were consulted on such fundamental matters if he were politicising.

What a fascinating way of looking at things, but I fear he is advocating a back-to-front way of introducing yet another element into any future contract equation. He even suggests a negative mechanism for achieving this. It overlooks the fact that members of Society have the means of expressing their views to those already chosen to do the negotiating, either directly to PSNC, or to their local LPCs who would be obliged to forward such comment onward.

Not only that. Each of the LPCs sends two or three representative members to the LPC conferences which I am quite certain are not rubber-stamping conventions. So our democratic methods, so far as PSNC are concerned, involve at least 270 delegates, all voting, mostly all contractors, as opposed to a mere handful of Council, not all of whom are contractors. "You pays your money and you takes your choice."

However, if the Council wanted to help, it might have achieved its objective if it had asked members whether they would approve a contract with some limitation of entry. It could also have set out details of the agreement between PSNC and the DHSS rather than leaving it to Ashwin Tanna to launch his survey through *C&D* last week (see this week p735).

Spectacular offer

I laughed over the article on the growth of the spectacle market published in an MSI database survey. It came to the conclusion that if the price were to drop (sufficiently) more pairs of glasses would be sold. I would hardly have thought it needed a survey to show that £40 to £60 a throw for glasses represents a fair old deterrent to buying unnecessary spares for a great many people.

My discovery of the NHS half-frame glasses at about £12 a pair — thanks to correspondence generated by articles in *C&D* — allowed me to have a couple of pairs on the go from the start. I have no doubt more competitive pricing would encourage people to order more than one set, or even splash out on fashion.

It was interesting that lens and frame makers were unwilling to supply some outlets, because they were unqualified. Although I saw good reason for breaking a monopoly, because it had been widely abused, I can understand this reluctance from people who have not only a considerable vested interest in maintaining established patterns of distribution, but also professional concern that their goods be handled by people who understand the products. Nevertheless, such refusals could be seen as unreasonable restraint of trade.

As for opthalmic opticians refusing to issue prescriptions because patients intended to take those scripts to other dispensers — surely this is against the law. Was not the law specifically drawn up to enable patients to exercise this prerogative? It's like a dispensing doctor refusing a prescription to a patient who wanted to try his chemist instead.

First Aids

I saw my first AIDS victim a month ago. An unhappy man who said he became infected as the result of a blood transfusion. He had a prescription for antibiotics, two of them, and asked me, as an expert on drugs, if they were likely to cure him. Altough neither of the items had, to my knowledge, any antiviral properties, I felt it was way out of my court to do more than suggest they must be helpful, but that his doctor would really be the person to discuss the treatments, since he had ordered them. I felt a bit inadequate, to be truthful, since such knowledge as I had was that gleaned from various articles in newspapers.

Last week's article on AIDS, I have cut out and filed. I don't intend to show it to customers, but it is a good source of sombre information on this very nasty disease, and most timely for pharmacists, since questions are being asked by people perhaps not directly threatened.

New goodies

Please note. Evans Medical are to market Warfarin, in 1mg, 3mg and 5mg packed in 100s and 500s — the latter sizes costing list prices of £2.20, £2.49 and £4.01. I'm sure we all look forward next month to seeing Glaxo's new generic Warfarin, costing say, per 500, £2.53, £2.87, and £4.61, respectively. I just can't wait to get them into stock — or is it into Shtuck?

Six retiring chemist representatives re-elected

The two potential new comers to the Council of the Pharmaceutical Society of Northern Ireland failed to get elected in the first election held for pharmaceutical chemist representatives for some years.

The six retiring members — T.I. O'Rourke, R.G. Dillon, D. Corbett, Mrs C.B.A. Watson, G.W. McGlaughlin and R.H. Clarke were elected as members of Council for a further three year term.

Election results	
Thomas Ignatius **O'Rourke**	261
Robert George **Dillon**	255
Derek **Corbett**	224
Cora Blakeley Abernethy **Watson**	221
Gordon Walker **McGlaughlin**	208
Robet Hugh **Clarke**	199
James Charles **McElnay**	157
Adrian Gerard **Rice**	151

Sangers head takes wholesale place on Council

The Secretary, Mr Derek Lawson, reported a letter from the DHSS informing the Society that the Minister had approved the nomination of Mr R.J. White, OBE, JP, MPS, to represent the wholesale drug trade on the Society's Council for a period of three years at its September meeting.

It was also noted that Dr James Moore, consultant anaesthetist at the Belfast City Hospital, had been appointed as a member of the Advisory Committee on NHS Drugs.

A reply was received from the Secretary of the Northern Ireland Committee on Drug Misuse regretting that at present it was not possible to appoint a general practice pharmacist to the Drug Misuse Committee. Mr B.R.E. Cheyne, chief pharmacist DHSS, is a member of the Committee and the Council can submit its views on any relevant issues either through Mr Cheyne or directly to the Committee.

The following application for registration was granted on the motion of Mr Hunter, seconded by Mr Clarke:
David Henry MacFarlane, "Rath-Bawn" 7 Dhu-Varren, Portrush, co Antrim.
On the motion of Mr O'Rourke, seconded by Mr Crawford it was agreed to restore the name of Mrs Kathleen Downey (nèe Hurl) 13 Boschender St, Die Bos Strand, 7140 South Africa to the Register of Pharmaceutical Chemists for Northern Ireland.
On the motion of Mr Galbraith, seconded by Miss Watson the following applications for reciprocal registration in Northern Ireland were confirmed:-
Bernard Martin Brannigan, 13 Harberton Avenue, Belfast BT9 6PH.
David Michael Rodden, 40 Limavady Road, Londonderry BT47 1LS.
Peter Gordon Dickson, 61 Station Road, Craigavad, Holywood, co Down.
Stephen John Painter, Boots the Chemists, Tower Centre, Ballymena, co Antrim.

Mr Kerr then reported on the progress of the EEC Directives on Mutual Recognition of diplomas and Establishment. The Council confirmed their wish to nominate a member of the Council as a representative on the Advisory Committee and the secretary was asked to suggest to the UK Joint Group Committee that the topic should be included in the agenda for the next meeting.

Those members of Council who had attended the Leeds BPC reported on the week's activities. Although physically demanding, it had been a most enjoyable week thanks to the excellent organisation by the local committee.

The treasurer's financial statement for the year ending July 31, 1985 was adopted.

President slams education cuts at Queen's

The president, Dr J.G. Swanton, gave a critical examination of the current educational scene in the light of the cost-cutting exercises which have been forced on all Universities by a series of annual reductions in financial resources at the PSNI's 60th annual meeting.

The president emphasised the importance of all pharmacists being highly trained in the basic sciences, whatever branch of the profession they ultimately chose to enter. Referring to the pre-registration year Dr Swanton felt it should be on a more structured basis, incorporating short courses on various aspects of pharmacy practice, including health education and first-aid, in the same way as graduates now have to attend a business management course.

The continuing education programme during the past year had included a very comprehensive programme of lectures and workshops for both general practice and hospital pharmacists. Some of these programmes were presented at centres other than in Belfast and improved attendance figures proved their value of this development.

The first minutes of the 59th annual meeting had been read and adopted. Dr Swanton then expressed sympathy with the relatives of the members of the Society who had died during the year — including Mr Brian Flatley, a former president of the Society and Mr Jack Jeffers who was one of the first Fellows of the Society.

Dr Swanton then commented on several of the events which occurred during the year including the limited list, the Nuffield Inquiry, the EEC directives on Mutual Recognition and Establishment and the Griffiths Report.

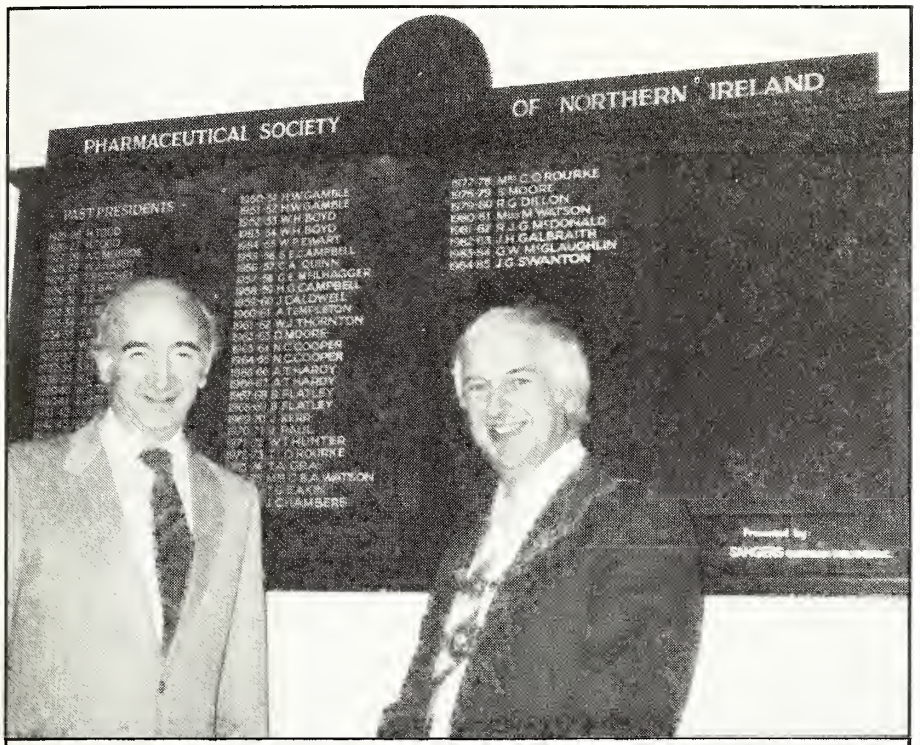
The president then commented on the development of the Young Pharmacists Group. He hoped this development would encourage younger members to express and discuss what they feel might be the possible solutions to the problems that faced us all. Dr Swanton emphasised this must not be in any way a divisive development but hoped it would lead to a progressive and continuing interest in the affairs of the Society.

In conclusion the president thanked the vice-president, treasurer and members of Council for their help and encouragement during his year of office.

The treasurer, Mr G.E. McIlhagger, presented the accounts and balance sheet of the Society for the year ended July 31, 1985. The surplus of income over expenditure was £11,550 (1984, £10,570). During the next year Mr McIlhagger said the Society would face considerable expenses in maintenance of its House and purchase of the computer.

The financial report was adopted on the motion of Mr McIlhagger, seconded by Mr Dillon.

After several questions from the members present had been answered, Mr R.G.P. McMullan proposed a vote of thanks to the Council for the work they had undertaken during the year, and especially to the president for his conduct of the annual meeting and for his address.



President of the Pharmaceutical Society of Northern Ireland, Dr J.G. Swanton (right) in front of the 'Past-president's Board' presented by R.G. White, OBE, JP, MPSNI, chairman of Sangers (NI) plc.

☐ As *C&D* went to press, the Society was holding its annual prize-giving in the Society's House. Professor A. Li (?) Wan Po, Professor of Pharmaceutics at the Queen's University of Belfast was to give an address after the presentation of prizes and certificates

ASA decisions

Three complaints against slimming product advertisements have been upheld by the Advertising Standards Authority, who say there are more slimming advertisements now than every before.

An objection was made about a mail circular for Da Conti Marketing's exercise hoop, described as a "new slimming aid." The ASA held that exercise products should not come under this banner. The Code understands "slim" as meaning weight loss — and the only practical way to control weight is to change eating habits.

☐ A complaint made to the ASA said Bowater Scott's claim of "Libra Slims — in unique purse packs" was invalid. The company told the Authority that due to other individual packaged towels appearing on the market they had already decided to remove the "unique" claim. The ASA advised Bowater Scott to take care in future claims which might quickly go out of date.

A helping hand in asthma...

Haleraid

The new Haleraid has been designed to make operation of the Ventolin, Becotide, Ventide or Becloforte Inhaler easier, especially for older patients and those whose hand action is impaired by disease, for example by arthritis.

Ask your local representative for details or return the coupon to the address below.

Please mark the envelope 'Haleraid'.

Allen & Hanburys Limited
P.O. BOX 15, Rugby, Warwickshire

Helping asthmatics to enjoy life

Becloforte, Becotide, Haleraid, Ventide and Ventolin are trade marks

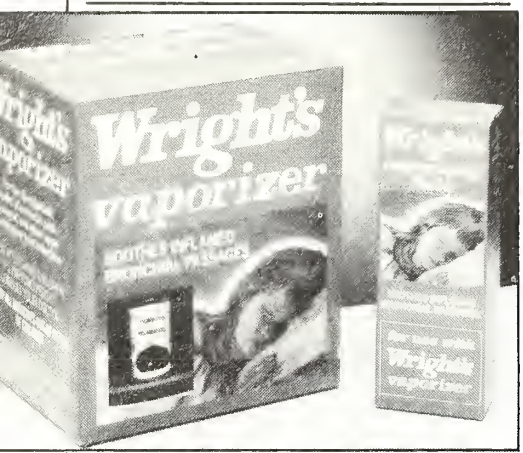
Allen & Hanburys Limited,
P.O. BOX 15, Rugby, Warwickshire

I would like to receive a free sample of the new Haleraid ☐

Name .....

Address .....

.....



Wright's new OTC image

Wright's vaporizer has been relaunched by LRC with new packaging. "It will," says product manager Liz Stewart, "increase shelf-visibility of the product in time for the Winter cold season."

The packaging strongly conveys the product benefits, and the relaunch coincides with the removal of Wright's vaporizer kit from prescription status. The product, which remains Pharmacy only, will be supported by TV-am advertising in January/February and point-of-sale material. These two moves are expected to increase significantly the current level of OTC sales, says Liz Stewart. *LRC Products Ltd, North Circular Road, Chingford, London E4 8QA.*

ICC step ahead with Seclodin

International Chemical Co are stepping up promotional support for Seclodin, their OTC capsule ibuprofen brand targetted at women with period pains.

A Press campaign started this month and will run until February 1986. The £500,000 advertising spend will be placed in big circulation journals including *Woman* and *Woman's Own,* with the teenage market covered in a selection of magazines including *Just Seventeen, Mizz, Jackie* and *Etectera.*

Further consumer advertising is in the pipeline for 1986. *International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET.*

Crookes display

A new prepacked counter display unit is available for 12, 24 and 48 tablet packs of Nurofen, from the Crookes sales force. Other display material includes showcard, giant pack, window sticker, shelf edger and posters.

National television advertising will continue throughout the Winter with a spend of £2 million, together with national women's Press advertising highlighting the benefits of Nurofen for period pain. *Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA.*

Elasto push

Elasto is currently on promotion. Details are available from Seven Seas representatives or direct from New Era. Also on offer is a showcard which displays the pack and is suitable for use on counter or shelf. *New Era Laboratories Ltd, Hedon Road, Marfleet, Hull, North Humberside HU9 5NJ.*

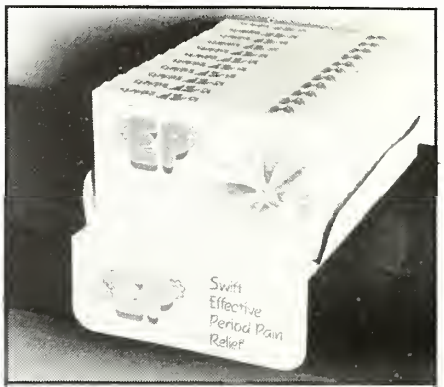
Medised — a hoot in 100ml

Martindale Pharmaceutical have repackaged Medised and are introducing a 100ml size pack (£1.29). The new design features a winking owl on both the bottle and pack.

The company are using the women's Press and specialist magazines throughout the Winter season to advertise to the mothers of young children. Magazines include *Woman's Own, Woman, Woman's Weekly, Woman's Realm, Mother and Baby, Mother* and *Parents.* The 140ml size remains available. Distributors are *Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.*

Pardale in 12s

Pardale is now available in OTC packs of 12 tablets (£0.82). The 500 size has been discontinued say Martindale. Distributors are *Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.*



EP tablets acquired by Pharmax earlier this year, are being relaunched. The new pack design has a butterfly motif in pink and blue on a white background. A space saving display/dispatch outer, designed to maximise display, holds 12 packs and a simple drop-down front, becomes a shelf-talker. Price and pack size remain unchanged. The new look pack will be sold in from Monday by Chemist Brokers, who will be offering discounts. "The formula of mild stimulant with codiene and paracetamol, makes it reliable for young girls", says the company. *Chemist Brokers, 3 Copsem Lane, Esher, Surrey, KT10 9EP*

David Anthony the heat is on

An instant heat pack from Italy, Mr Hot, is to be distributed in the UK by David Anthony Pharmaceuticals.

The pack is being introduced at the beginning of November and will retail for £0.59. Sold in cartons of 36, Mr Hot uses iron powder, activated carbon and water absorbent cellulose. When the outer wrapper is removed and the pack shaken, it heats up in a few moments and stays hot for 20 hours, says the company.

Consumer Press advertising is planned for the New Year. *David Anthony Pharmaceuticals Ltd, Edwards Lane, Speke, Liverpool L24.*

ON TV NEXT WEEK

GTV Grampian	U Ulster	STV Scotland (central)
B Border	G Granada	Y Yorkshire
C Central	A Anglia	HTV Wales & West
CTV Channel Islands	TSW South West	TVS South
LWT London Weekend	TTV Thames Television	TT Tyne Tees
C4 Channel 4	Bt TV-am	

Actifed compound linctus expectorant and tablets:	All areas except U
Anadin:	G,Y,C,A,C4(regions given)
Askit powders:	STV
Baby Wet Ones:	All areas except C4
Benylin:	All areas
Bic razor:	All areas
Body Builder:	All areas
Cod liver oil:	All areas
Complete Care:	All areas except CTV,Bt
Crookes vitamins:	All areas except CTV,Bt
Dixcel:	All areas
Foot Spa:	TTV,C4
Harpic:	Y,A,TVS,TTV
Hedex:	G,Y,LWT
Hills balsam and pastilles:	G,Y,C,TTV,C4
Kleenex Velvet toilet tissue:	GTV,B,C,A, HTV,TSW,TVS,TTV
Listerine:	All areas
Lux:	All areas
Nana:	Y
Nurofen:	All areas except CTV
Oz cleaning products:	A,TVS,TTV
Perfect Colour by Cutex:	All areas
Poly Foam:	All areas
Ribena:	All areas
Sanatogen vitamins:	Bt
Scholl Lite Legs:	GTV,STV,B,Y
Signal toothpaste:	C,TTV
Simple skin care:	C4(G)
Veganin:	All areas C4(Y only)
Vantage:	TTV,C4,Bt
Vaseline petroleum jelly:	Bt
Yardley White Satin:	All areas

After the agony of the last few months, Fisons offer some fast-acting relief.

The effects of the limited prescribing list have caused one or two headaches for all of us.

What is needed is an effective and speedy remedy. It calls for Paracodol, now available as Co-codamol Eff. (the British approved name for Paracodol prescriptions). Paracodol contains a powerful combination of codeine phosphate and paracetamol to relieve pain associated with headaches, rheumatism and flu.

At least with Co-codamol Eff., or Paracodol, you know you have a strong analgesic to relieve your customers' and patients' pains, as well as a few of your own!

co-codamol eff.
The prescribable form of Paracodol.

For high quality drugs at low prices, just pick up the phone.

There's only one problem with having a good idea. Eventually people will try to copy it.

The Evans philosophy is to support you the retail pharmacist by supplying high quality drugs at low prices, in any quantity you want, at any time you want them, through your local wholesaler.

Happily for us – and for you – we've been practising what we preach for some years now, so we know exactly what we're doing.

We know, for example, how to keep our prices competitive across our comprehensive range of products.

We know that it doesn't pay to cut corners, that's why our products are manufactured to exacting Evans specifications. We are also committed to uniquely identifying every individual dose form.

We've learned how to keep our range up to date by maintaining close contact with you and with GPs.

And we know how to react quickly and reliably to all your pharmaceutical needs, however large or small.

Of course – eventually, someone will have the good sense to try and imitate the Evans philosophy. Let's hope they know what they're doing too.

QUALITY DRUGS, WHOLESALE SENSE

Evans

A member of the Glaxo Group

(It still rings true)

More Vantage from Vestric

Vestric have extended their Vantage range to include skin care products, to capitalise on the expanding market.

The new range includes four products: apricot blossom hand and body lotion and rose essence fragranced skin freshener retailing at £0.86 each; plus cleansing and moisturising lotion priced at £1.15 each. Trade prices per dozen are £6.72 and £7.56 respectively, and say Vestric, offer a good margin to chemists. They are available in 200ml bottles.

Vestric representatives will give a free toiletries bag containing a sample bottle of each product, to the first 500 Vantage chemists who place an order. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

Brewing up

Brewmaker plc, the UK's second largest manufacturer of soft drink concentrates, has introduced four new sugar free products sweetened with Nutrasweet. The flavours are cola, lemonade, orange and tonic (£1.85 per litre).

It is claimed there is no deterioration of flavour as experienced in some traditional sugar free recipes, and that fruit flavours are actually enhanced by the use of the new sweetener. *Brewmaker plc, Brewmaker House, First Avenue, Millbrook, Southampton SO1 0LG.*

Matchabelli's New Year offers

Prince Matchabelli will be running special offers on their women's fragrances (Cachet, Chimere, Aviance and Aviance Night Musk) in January.

The Cachet fragrance will feature a limited offer on 35gm eau de toilettes (£3.95) — a prepack containing 24 × 35gm EDT's uncartoned and packed together in a merchandiser is available. Meanwhile a special 20ml eau de toilette (£3.45), "stocking filler" version of Cachet is available. A prepack containing six cartoned units is designed for last minute Christmas purchase.

Chimere will be promoted with an offer on 16ml eau de toiletries and 16ml Eau de Chimere.

A prepack will be available containing 6 × 16ml eau de toilettes and 6 × 16ml eau de Chimere, in a merchandiser with a headercard featuring "Super value — £1.95 each".

Aviance and Aviance Night Musk fragrances will carry an offer on 28ml eau de toilettes. A prepack will be available containing 12, 28ml EDT's of each fragrance in a merchandiser with headercard. Each will retail at £3.25. *Prince Matchbelli, PO Box 242, Consort House, Victoria Street, Windsor, Berks SL4 1EX.*

Nicholas say cheese (& port)

A new counter display for Rennie has been designed by Nicholas Laboratories.

Featuring spearmint and original Rennie, the unit carries three facings of the 24 pack and, rising in tiers, two facings each of the 48 and 96 packs. The display is promoted until December, with stock bonuses.

A mystery shopper campaign is also running with 100 prizes to be won. The first 100 chemists found with the unit on prominent display will get a gift pack of port and stilton cheese.

Over Christmas Nicholas Laboratories are following up their current advertising schedule with a £470,000 television burst. *Nicholas Laboratories Ltd, 225 Bath Road, Slough SL1 4AU.*

Xmas Profile

Wilkinson Sword are introducing Christmas gift wraps for their Double Edge, Profile and Profile Royale razors.

Over the Christmas period the Double Edge trade price will be brought into line with Profile — positioning both as impulse-buy stocking fillers, say *Wilkinson Sword Ltd, Sword House, High Wycombe, Bucks HP13 6EJ.*

In the pot...

A ceramic honey pot has been introduced by Ratcliffe's of Oxford containing 227g of honey.

Available in blue, mustard or mink, they retail at around £2.50. *Ratcliffe's of Oxford, Tower Road, Fane Drive, Berinsfield, Oxford OX9 8LQ.*

Mac gets Winter wrap

Mac lozenges are getting a new look from Beecham for the Winter.

The new packaging has more vibrant colours, for high stand-out and product recognition, say Beecham. This design will apply to both tubes and cartons for blackcurrant, medicated and honey/lemon. In each case the foil wrapped pack emphasises the variant's flavour. *Beecham Proprietaries, Medicines, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.*

White Palmolive

Colgate-Palmolive have introduced a white variant to Palmolive soap. Like the green version, it comes in family (200g), bath (140g) and toilet (90g) sizes. *Colgate-Palmolive Ltd, 76 Oxford Street, London W1A 1EN.*

Faberge on TV

Faberge are spending £0.5m on a television and Press campaign for their newly launched Fleurs du Monde fragrance.

The floral fragrance will feature in a 30 second commercial in the London, Central, Granada and TVS areas from November 25 to the end of December. Full page colour advertisements are currently running in *Elle, Harpers & Queen, Vogue, Cosmopolitan,* and *Woman's Journal* with the copyline "Fleurs du Monde for the women of the world".

The fragrance which is presented in an opaque bottle with an iris shape stopper includes toiletries as well as a perfume line ranging in price from £4.25 to £19.50. *Faberge Inc, Ridgeway, Iver, Bucks SL0 9JG.*

Standing room only for EXTRA Sales

Good looking — hard selling and practical. These two display stands will create a real impact in your store. "The maximum amount of product display in the minimum floor space" (7:1 selling to floor area ratio) that's what you get with the **Lady Jayne** spinner stand. Not to be out done **Miss Jayne** features a concise range of hair fashions on this attractive and colourful counter spinner unit.

Make Standing Room for Extra Profit with the No. 1 in hair fashions.

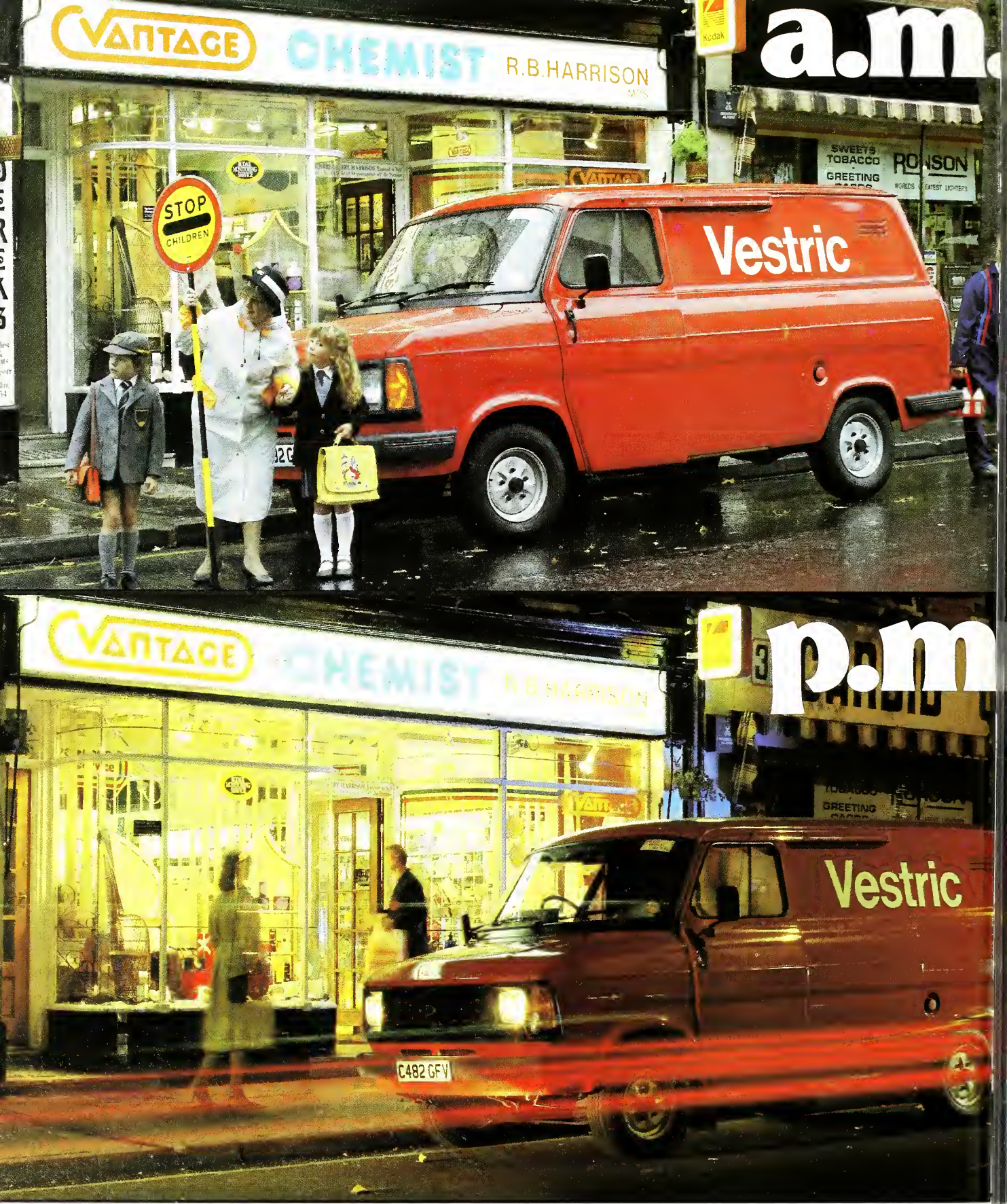
Lady Jayne

miss Jayne®

Lady Jayne 1J00101 Spinner Stand

Miss Jayne 1745 Counter Stand

Laughton & Sons, Warstock Road, Birmingham B14 4RT. Telephone: 021 474 5201



It may be hard for our competitors to take, but Vestric customers are simply better served than any others. Hardly surprising really since the familiar red Vestric vans make regular visits every day delivering vital ethical supplies to over 6,000 pharmacies.

We maintain this level of coverage with a sophisticated stocking and distribution system consisting of 18 branches carrying nearly 8,000 ethical products to meet practically every prescription need. And with the Link computer system, pharmacists can transmit th orders within seconds.

These orders are guaranteed a swift response no less than three hundred vans covering the length breadth of the country from isolated moorland villag bustling city centres. Each one represents a vital lifel bringing important supplies not just to pharmacies, b hospitals too.

We also offer an equally comprehensive choic

To be taken seriously, twice a day.

.C. products including all the leading brands, plus
tage own label offering top quality at value for money
es.
And if you want financial assistance, there's the
ric loan scheme.
So if you take your business seriously, take
ric now.

Vestric

We're always there, we always care.

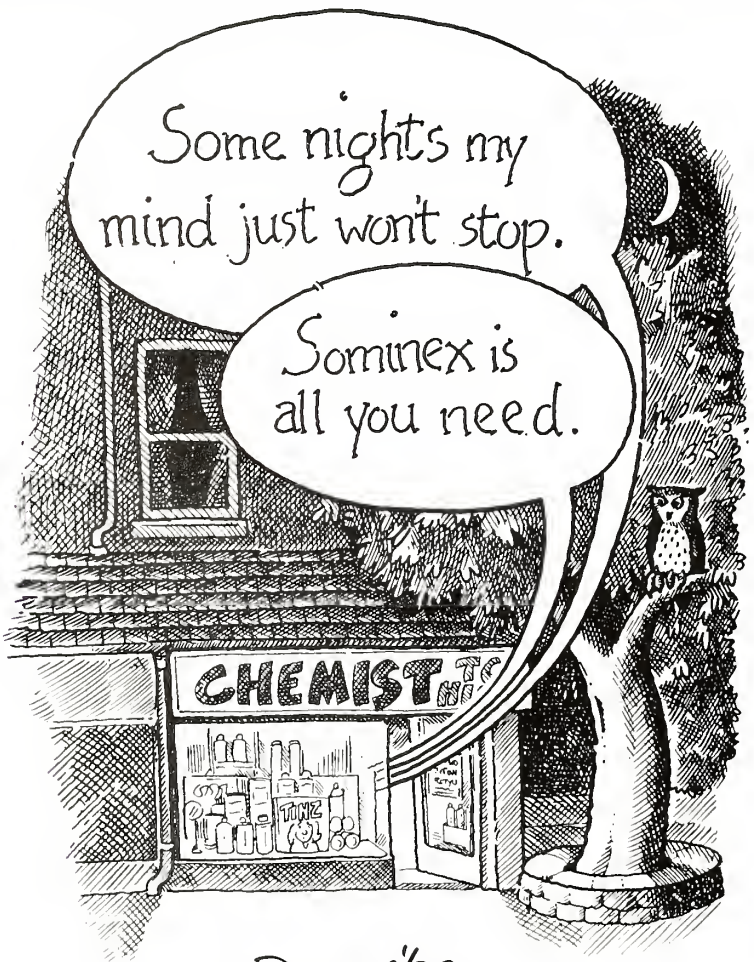
J&J polish J cloths...

New packaging and a television advertising campaign will back Johnson & Johnson's "improved" J Cloth, which they claim is stronger, softer and more absorbent.

Packed in 5s and 10s, the new cloth carries an on-pack promotion and retails at £0.79 (10s) and £0.49 (5s). The new formula includes 15 per cent more polyester and 60 per cent less binding agent.

A new manufacturing technique means that interwoven fibres offer greater strength and durability, say J&J.

A national television campaign is planned in February or March. Two ten-second commercials will run on TV-AM, and Thames ITV and Channel 4. The new product has 81 per cent customer preference, say *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 1XR.*



Counter Prescribe
SOMINEX
tonight's answer to temporary sleep problems.

PRESCRIBING INFORMATION Presentation: Blister pack of 8 tablets, each containing 20 mg Promethazine Hydrochloride Ph Eur **Indications:** Temporary sleeplessness **Dosage and Administration:** Adults, one tablet at bedtime or up to one hour after going to bed. Children 0-16 years: not recommended **Contra-indications, Warnings etc.** There are no specific contra-indications but use in pregnancy should be avoided **Precautions:** The product is a sedative for bedtime use only. Patients should not drive or operate machinery. Alcohol and other CNS depressant drugs should be avoided. **Side-effects:** A few patients may be particularly sensitive to the effects of Sominex, early morning drowsiness may be experienced, as may dry mouth, blurred vision, difficulty with lachrymation and constipation.

Product licence number 0079/0211 [P]

For further information write to Beecham Proprietaries, Great West Road, Brentford, Middlesex

...and condition the customers

Johnson & Johnson are running a consumer offer on Empathy conditioner.

From the first week of November every 200ml bottle of Empathy shampoo will carry a free 50ml pack of the conditioner.

"This gives the perfect opportunity to establish a ready market for our latest product," say *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EA.*

Following the launch of the Total Care range, Almay are offering the consumer a presentation basket of products during the Christmas season. The basket contains: gentle cleansing bar, body moisture treatment and hand smoothing complex. The basket which comes with a peach coloured flannel retails at £6.95. "With a combined rsp of £6.55 for the products, this gift represents very good value for money," say Almay. A counter showcard will be available featuring the gift set promotion. *Almay, 225 Bath Road, Slough, Berks SL1 4AU*

New fruits

Realfruit is a range of exotic fruit juices from Palm Oak. Flavours comprise mango, passion fruit, orange and mango and orange and passion fruit. The range retails at about £0.65 per litre for the mango-based drinks and £0.59 for the passion fruit-based drinks. Advertisements are planned for the consumer Press after Christmas. *Palm Oak Corporation (UK) Ltd, Palm Oak House, 89A The Broadway, Southall, Middlesex UB1 1LA.*

Elastic hosiery manufacturers, Credenhill Ltd, have moved to *10 Cossall Industrial Estate, Ilkeston, Derbyshire DE7 5UG.*

Scholl sniff out new spray

Scholl are phasing in a Sneaker Treater deodorant, as a replacement for their shoe deodoriser spray.

The new presentation is designed to give more visual impact, says the company, and contemporary appeal. "The product is of special interest to mothers whose children wear training shoes and ideal for sports people whose canvas shoes cause odour problems".

A 150ml spray will carry the same retail price as the original deodoriser — £1.24. *Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.*

Tip Top launch

Northern based Tip Top stores are the first drugstore chain to launch their own range of cosmetics — Lady Free — to retail through 50 of their key stores in the Midlands, North of England and Scotland. The nail, lip, eye and face products will have price points between £0.59 and £1.49.

Aigner offers?

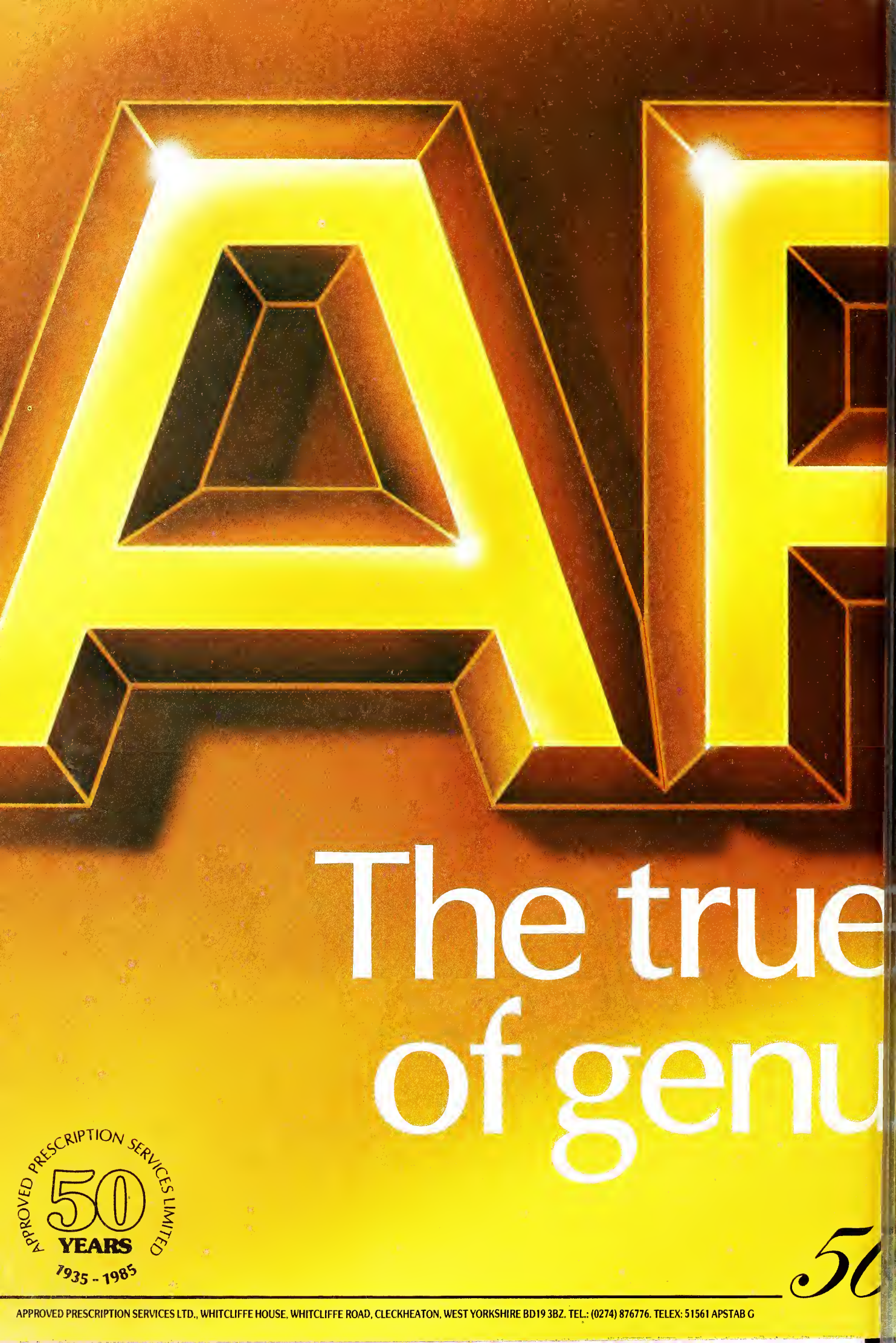
Jean and Geoffrey Simmonds are now the UK distributors for the Etienne Aigner collection of cosmetics and toiletries. They are available to give details of the range at *Etienne Aigner Cosmetics, 152/153 Shepherds Bush Centre, London W12.*

Gold Seal goes Chopin

Gold Seal alkaline long life batteries will be supported during the peak pre-Christmas sales period with a £2.5m television advertising campaign — Ever Ready's most concentrated spend ever in support of one of its brands. The theme will be "nothing outlasts Gold Seal".

From November 4, thirty and ten second commercials will appear on all ITV stations including Ulster and also on Channel Four. A further boost continues after Christmas.

The new commercial centres around the life of Chopin, with the voice-over explaining that a cassette recorder powered by Gold Seal batteries will be able to record all Chopin's works ever composed, with enough power left to record Bizet's as well. *Ever Ready Ltd, 93 Burleigh Gardens, Southgate, London N14 5AN.*



APPROVED PRESCRIPTION SERVICES LTD., WHITCLIFFE HOUSE, WHITCLIFFE ROAD, CLECKHEATON, WEST YORKSHIRE BD19 3BZ. TEL.: (0274) 876776. TELEX: 51561 APSTAB G

125

hallmark
he value

Anniversary Celebrations

Micro K caps

Manufacturer E. Merck Ltd, Winchester Road, Four Marks, Alton, Hants GU34 5HG
Description Hard gelatin capsule with opaque red cap and opaque white body, each containing 600mg potassium chloride, equivalent to approximately 8mmol K^+ in controlled release microcapsules. An inert membrane allows the active substance to diffuse into the GI tract by continuous dialysis over a period of eight hours, keeping concentrations low and ensuring tolerance
Indications Treatment and prevention of hypokalaemia associated with potassium deficiency states, long term diuretic therapy and associated disorders (see Data Sheet)
Dosage In adults should be based on the condition and degree of potassium depletion. Two to six capsules daily are usually adequate. In severe deficiency states three or four capsules every six to eight hours. It is not usually necessary to adjust dosage in the elderly, but concurrent renal insufficiency should be taken into account. Capsules should be swallowed whole followed by a glass of water, with or after meals
Contraindications Hyperkalaemia, gastric ulceration, advanced renal failure untreated Addisons disease, acute dehydration, obstruction of the GI tract
Precautions Administer with caution in patients with renal or adrenal insufficiency. If severe vomiting or abdominal distress develops stop immediately. Monitoring of serum electrolytes is necessary in patients with cardiac or renal disease. Should not be given to pregnant women except when considered essential
Side effects Rare instances of abdominal discomfort or nausea
Packs Securitainers of 100 (£2.50)
Supply restrictions Pharmacy only
Issued October 1985

Hypurin insulin inj (soluble)

Manufacturer CP Pharmaceuticals Ltd, Red Willow Road, Wrexham Industrial Estate, Clwyd LL13 9PX
Description Sterile clear colourless isotonic aqueous solution of highly purified bovine insulin, pH 3.0-3.5, 100u/ml in 10ml vials
Indications Diabetes mellitus unresponsive to diet or oral hypoglycaemics
Dosage Patient dependant. The preparation has a rapid onset of action (30 minutes) and effects last six to eight hours. Normally administered subcutaneously
Contraindications Hypoglycaemia. Mixing with protamine zinc insulin in the same syringe is not recommended. Incompatible with insulin zinc suspension
Storage Between 2-8C
Packs 10ml vials (£6.30 basic NHS)
Supply restrictions Pharmacy only
Issued October 1985.

Fertiral injection

Manufacturer Hoechst UK Ltd, Hoechst House, Salisbury Road, Hounslow, Middx TW4 6JH
Description 2ml ampoules containing 1,000mcg of gonadorelin BP (luteinising hormone releasing hormone) in a 500mcg per ml aqueous solution
Indications Amenorrhoea and infertility associated with hypogonadotrophic hypogonadism or megalocystic ovaries where it appears LHRH levels are abnormal
Dosage Given by means of an intermittent pulsatile pump, a pulse being delivered every 90 minutes over 24 hours. Treatment should be initiated by subcutaneous infusion, though intravenous therapy may be required. Dosage should be determined individually, but a starting dose of 10-20 mcg every 90 minutes is recommended. Treatment should be continued until conception occurs, or for a maximum of six months
Contraindications, warnings Endometriotic cysts or polycystic disease of the ovaries. Treatment should not be started in women with weight-related amenorrhoea until the weight has been corrected
Side effects Rare. Skin rash at the infusion sight has been reported. Also abdominal pain, nausea, headache and increased menstrual bleeding
Pharmaceutical precautions Use normal saline to dilute if necessary; use immediately after dilution. Solution stable in the pump for four days
Packs Five 2ml ampoules (£171.50 trade)
Supply restrictions Prescription only
Issued October 1985

Leg-bag holder

Many people who wear a urinary catheter that drains into a leg-bag find the straps that hold it in place uncomforable. Mediplus have introduced a Netti leg-bag holder. The unisex "one-leg-pant" cotton garment holds the leg-bag in place, itself supported by a Velcro fastened elastic waist band.

Made from cotton fabric the leg bag (£5.20) comes in four waist sizes. It is not available on prescription. *Mediplus, Brook House, Oakfield Road, Bourne End, Bucks SL8 5QN.*

BRIEFS

Balneum medicinal bath oil: a 1,000ml pack has been introduced (£11.50). *E. Merck Ltd, Four Marks, Alton, Hants GU34 5HG.*

Bard penile sheaths are now available in sizes from 1 to 6, coded U521-U526, and supersede product code numbers U52N, U52S and U52L. *Bard Urology Division, Pennywell Industrial Estate, Sunderland SR4 9EW.*

Cox Pharmaceuticals have changed the packaging of salbutamol (Cobutolin) inhaler from cream and beige to off-white and yellow. *A.H. Cox & Co Ltd, Whiddon Valley, Barnstaple, Devon EX32 8NS.*

Frusemide ampoules, previously only available to hospitals, can now be directly purchased from Berk Pharmaceuticals. They are available in two strengths — 20mg in 2ml (10 £2.08) and 50mg in 5ml (10 £4.08) both prices trade. *Berk Pharmaceuticals Ltd, St Leonards House, St Leonards Road, Eastbourne, Sussex BN21 3YG.*

Osmolite, Ensure Plus and Enrich are having new 250ml pack sizes phased in over the next couple of months. There are no changes in price. In the 250ml pack size Osmolite will provide 1 kcal per ml instead of 1.06 and Enrich 1.04 instead of 1.1. Ensure Plus is unchanged at 1.5 kcal per ml. *Abbott Laboratories Ltd, Queenborough, Kent ME11 5EL.*

Hypurin insulins are now only available in 100iu per ml, say *CP Pharmaceuticals Ltd, Red Willow Road, Wrexham Industrial Estate, Wrexham, Clwyd LL13 9PX.*

Wellcome insulins — stocks of Wellcome ultralente insulin zinc suspension (crystalline) 40u/ml and 80u/ml × 10ml are now exhausted. Residual stocks of neulente insulin zinc suspension 40u/ml and 80u/ml with date expiry June 1986, remain available on a "first come — first served" basis. *The Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB.*

You've heard the rumours. You've read the stories.

Now. We would like to make our position perfectly clear.

- *Many GP's are reluctant to prescribe unbranded drugs.*
- *Gx is a Brand.*
- *Gx is reimbursed at full Gx Brand prices.*

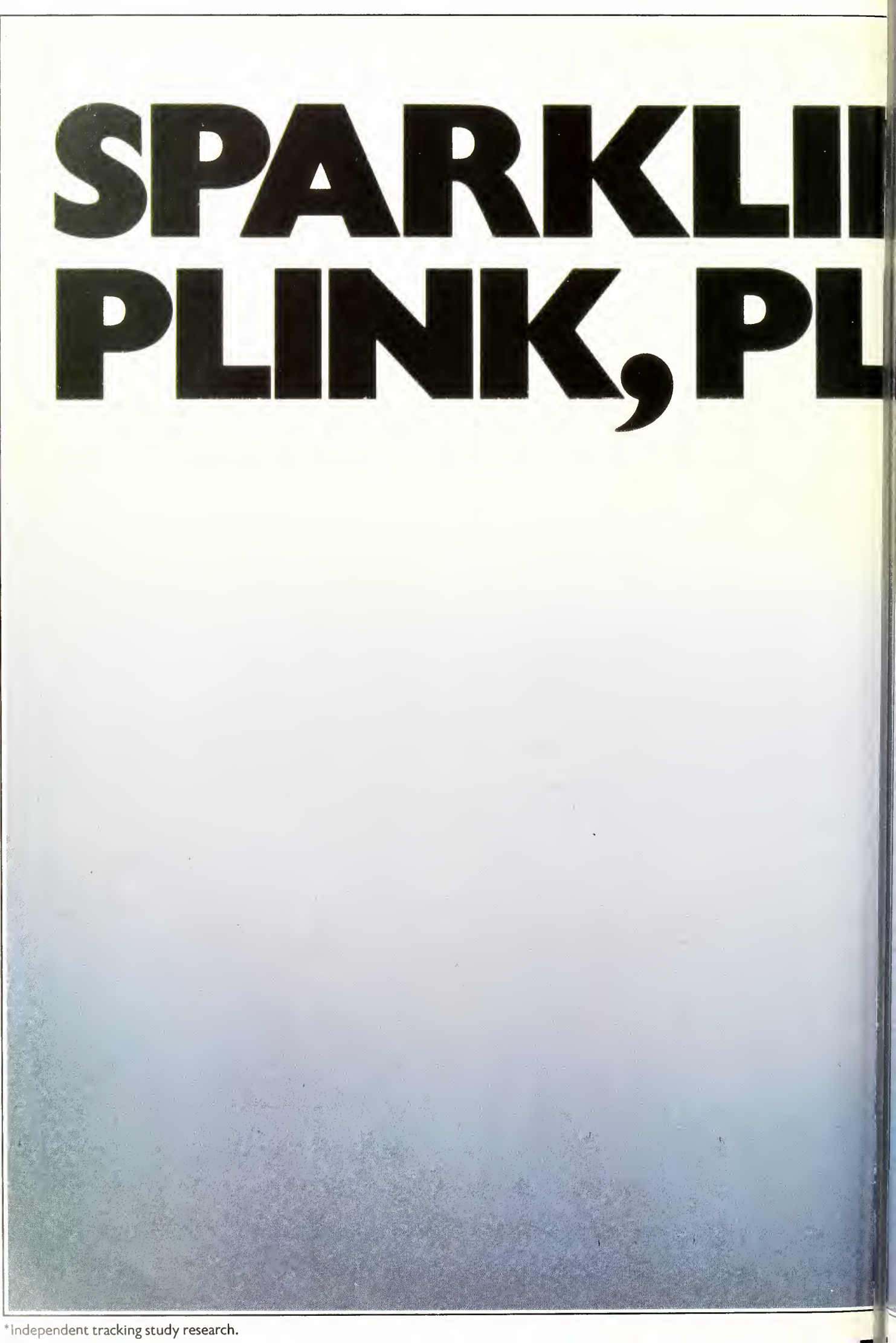
The current position:

- *GP's are already prescribing Gx.*
- *However, some wholesalers are refusing to make Gx available.*
- *Very attractive introductory offers are available to you.*
- *Use Freefone Gx for immediate delivery.*

DIAL 100 ASK FOR **Freefone**

A member of the Glaxo Group *of Companies*

SPARKLI
PLINK, PL



*Independent tracking study research.

G SALES?
NK. FIZZ.

by an average [illegible] this year, half of it [illegible] last year.*

Not surprising since we have spent £560,000 already this year advertising Alka-Seltzer.

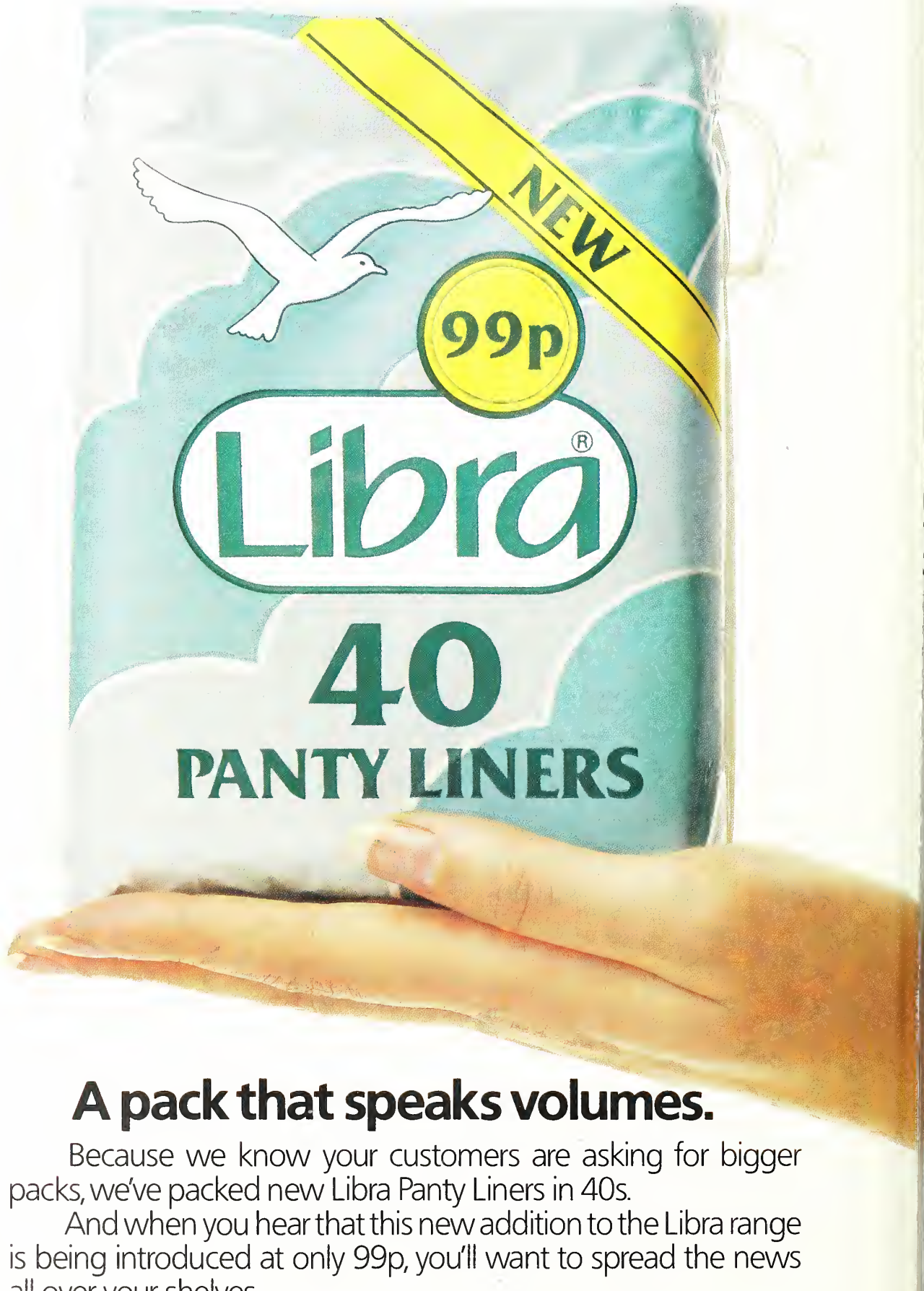
And a further £300,000 on posters, national radio and press will keep sales fizzing into the new year.

[illegible] which means fast relief from overindulgence.

So now is the time to make sure you have enough Alka-Seltzer to satisfy the demand.

There's no reason to believe the Alka-Seltzer bubble will burst. So be ready with the plink plink fizz.

NEW. A PANTY LINER FROM LIBRA.



A pack that speaks volumes.

Because we know your customers are asking for bigger packs, we've packed new Libra Panty Liners in 40s.

And when you hear that this new addition to the Libra range is being introduced at only 99p, you'll want to spread the news all over your shelves.

Marketed and distributed by Bowater*Scott Corp. Ltd., Bowater*Scott House, East Grinstead. Tel: 0342 27191.

Unichem's Convention was held last week at Vouliagmeni, 15 miles south of Athens. Loyal greetings were sent to the Queen at Balmoral, who sent her good wishes for a successful occasion. Business sessions were well attended...perhaps something to do with the weather. *Below* Delegates depart from the Heathrow Excelsior.

More members, higher sales, and new plans to be unveiled

Over the past 12 months Unichem have remained an oasis of stability in a desert of uncertainty, managing director Peter Dodd told delegates in his closing speech.

Membership has continued to expand, sales have risen by 20 per cent in the first nine months of the year, and the sales force has increased by 50 per cent, "to collect a few more crumbs from the tables of the rich," he said.

While others have been bemoaning their lot, Unichem have been planning for the future, said Mr Dodd. "We are simple people and, therefore, we have simple confidence — confidence that our members will continue to safeguard their futures by supporting their own organisation, confidence that others will ultimately 'see the light'."

Pharmacists can retain their independence, yet enjoy the protection and benefits which come with membership of their own co-operative. "Over the coming months we will be unveiling plans and developments to make possible the ultimate Utopia — all independent pharmacists solidly together in Unichem. When that day arrives we will ensure the prosperity of independent pharmacy regardless of anyone's efforts to the contrary," promised Mr Dodd.

A date has been fixed for the introduction of original pack dispensing.

Unichem managing director Peter Dodd

This will pose tremendous problems for wholesalers, whose views have not even been sought by those who should know better, he said.

Over the past 12 months Barclays have effectively withdrawn from wholesaling. Macarthys have been contracting and seem to be seeking to emulate Sangers, said Mr Dodd, "unless, as the stock market movement suggests, someone is going to buy them and conduct the surgery so urgently required."

Vestric have closed branches and been forced to disclose they have been trading uneconomically. "It has been a year of great change," said Mr Dodd.

OPD coming soon but practical problems remain

As recompense for the capital expenditure required to bring in original pack dispensing, manufacturers might legitimately expect the transfer of the container charge paid to pharmacies. Pharmacists had not yet grasped the magnitude of what OPD meant, said Mr Geoff Shaw, managing director UK operations of Fisons.

The ABPI is seeking mandatory patient pack prescribing by 1988. The idea is supported by the Pharmaceutical Society and PSNC. "The Government has not disclosed its position, although contact has been made, and nothing to date has shown that insuperable obtacles exist," said Mr Shaw.

But while 1988 may appear a long way off, the packaging machinery required is not available off the shelf, and manufacturers may have the will but not the equipment, he warned.

The Pharmaceutical Society has recommended that for each product there should only be one pack, containing dose units in multiples of seven. What view will the Department of Health take and will Drug Tariff prices be manipulated to effect

When customer
give them son

ask for Mu-Cron, ething better.

For years Mu-Cron has been the best-selling tablet decongestant.

But now, even the makers of Mu-Cron have to admit a better tablet has just come on to the market.

A new formula means that as well as the usual decongestant action, there's now double the level of paracetamol (500mg) for stronger pain relief.

Sinus sufferers will also be relieved to find out that it's only a one tablet dose.

And a new caplet-shape makes it easier to swallow.

The packaging shows a marked improvement too.

The new tablets are blister-packed in plastic foil so they last longer in the medicine cabinet.

And there's a modern pack design so they won't last as long on shop shelves.

As to the name of this new tablet, we couldn't improve on the name already on the tip of most sufferers' tongues – Mu-Cron.

To convince everyone with sinus congestion to spend their money on new formula Mu-Cron, we're spending 1½ million pounds on TV advertising this winter.

(That's almost as many TV appearances as Terry Wogan.)

And so, like the tablet itself, you can be sure that sales of Mu-Cron will go from strength to strength.

CIBA
CONSUMER PHARMACEUTICALS

MU-CRON (P) PRESENTATION Blister-packed tablets containing paracetamol BP 500mg, phenylpropanolamine hcl 25mg INDICATION Relief of sinus pain, nasal congestion and catarrh. Symptomatic relief of nasal congestion caused by hay fever, influenza, feverishness and feverish colds DOSAGE Adults – 1 tablet two to four times daily. Max 4 tabs in 24 hours. Children – 0–12 yrs Not recommended – use Junior Mu-Cron Syrup, 12–15 yrs 1 tab twice daily. CAUTION Do not give to patients with hypertension, hyperthyroidism, diabetes, heart disease or those taking MAOIs. Contains paracetamol. SIDE EFFECTS Rarely dizziness, headache.

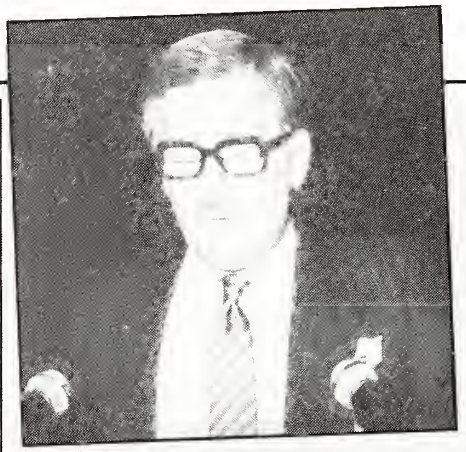
cost savings?

Blister packs also occupy more space — a cartoned pack of 96 paracetamol tablets occupies twice the volume of a bulk pack of 1,000 tablets. Wholesalers may be forced to re-arrange warehouses to cope with increased storage requirements. Distribution costs may rise if retail stocks are reduced to provide prescription cover rather than a "bulk pack minimum".

"How will wholesalers recover fixed overheads on any given delivery run?" asked Mr Shaw.

Pack design will be a costly exercise. The Pharmaceutical Society has called for a standardised labelling format so pharmacists can apply dosage labels. For computerised prescription pricing a "peel off" label (measuring at least 30×40mm, and showing a bar code, batch number and company logo) to affix to the script is needed — and there are other legal labelling requirements.

OPD must also include unbranded generics. Generic companies probably have the widest product ranges within the industry. For each branded product there will need to be a similar generic pack



Mr J.G. Shaw, managing director UK operations Fisons

alternative, said Mr Shaw.

"Sooner or later the industry must recognise there is likely to be no financial gain for it. I can see the cost issue provoking the liveliest of debates between industry, the DHSS and PSNC."

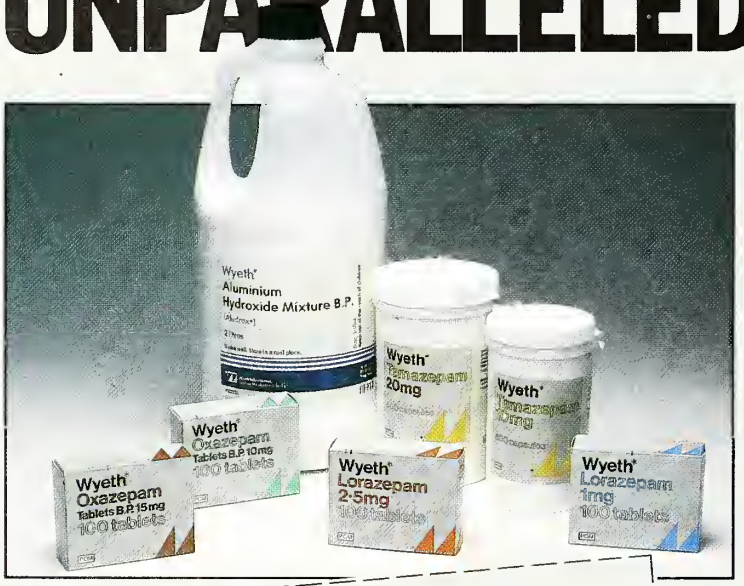
However, OPD will reduce handling errors, cut wastage, and should not inhibit the pharmacist's professional function, since it will give him more time in the "front shop". The benefits outweighed the problems and if all went well the UK will have caught up with the rest of Europe by 1988, said Mr Shaw.

Elsewhere, despite increased investment in research, there has been a downward trend in innovative success. In 1984 the value of new products at £140m represented only 8 per cent of the total value of the prescription market — and because of higher prices less than 4 per cent of volume.

"The interval between discovery and market introduction grows ever longer, and with limited patent life the obvious conclusion is that even allowing for higher returns on new drugs, the return on research investment is becoming more difficult to maintain and is exposed to higher risks," said Mr Shaw. The UK generates 10 per cent of the world's drug research, and plenty of targets for basic research investment remain.

With the Pharmaceutical Price Regulation Scheme under review it is critical that basic stability returned. With research programmes planned for 15 years ahead the Government must realise the impractiality of committing long term high risk investment in research in the

UNPARALLELED QUALITY...



Wyeth are now making available the following major products from their range of generics:

* **Lorazepam tablets 1mg & 2.5mg**
* **Oxazepam tablets B.P. 10mg & 15mg**
* **Temazepam capsules 10mg & 20mg**
* **Aluminium Hydroxide Mixture B.P. 2 litre**

For information, prices and discounts available phone the WYETH "HOTLINE" 06286 4377 Ext 4345 or post the coupon below.

... made in Britain by Wyeth
... the backing of the product originator
... for a high degree of patient acceptance

WYETH *
GENERICS

*Trade Marks

For information and prices post this coupon to:
Wyeth Laboratories, Taplow, Maidenhead, Berks. SL6 0PH.

NAME

ADDRESS

CD

present circumstances, he warned.

At the other end of the spectrum generics are taking on increasing market share — the number of products have increased and prescription volume has risen from 12 to 16 per cent of the total over the past five years. The limited list has caused "a move of unprecedented proportions towards generic prescribing". An increase of generic script volume from a 1984 level of 16 per cent to a mid-1985 level approaching 25 per cent was suggested, said Mr Shaw.

Government-enforced promotional cutbacks have caused critical problems for small and medium sized companies, and already the trends to smaller salesforces and lower spending can be seen, he said. Conversely, with increased OTC activity, pharmacists can expect to see more salesmen from more companies.

"To what extent will OTC business compensate for NHS decline? The sector will increase in value overall but it will be the enterprising pharmacist who copes succesfully with the continuing encroachment of grocery and supermarket outlets," said Mr Shaw.

Pharmacy is the site for sore eyes sales show

The eye care market is moving away from lotions to drops — in 1984 sales of drops exceeded lotions for the first time. For pharmacists this is particularly significant as all eye drop products are restricted to sale through pharmacy only be legislation, said Mr David Goss, national accounts sales manager for Crookes Products.

The market is an all the year round one, currently with a 56 per cent Summer, 44 per cent Winter bias. To boost Winter sales Crookes are planning a £350,000 campaign for Optrex in January, the first time the brand has been advertised in the Winter.

Optrex takes 80 per cent of the £7 million market, said Dr Goss. Chemists take 88 per cent of the business, the remainder going almost entirely through drug stores. And the fact that 20 per cent of sales of both lotions and eye drops were on pharmacist recommendation emphasised that the pharmacy is "the site for sore eyes."

Changes in the Stock Market may not benefit small investor

Changes taking place in the Stock Market next year are unlikely to reduce costs for the private investor, although the Government inspired moves are designed to increase competition.

At present the Stock Exchange operates on what is known as a single capacity system, with two different types of operator, explained Mr Peter Harrison, a senior director at Phillips & Drew. Jobbers are the market stallholders, buying and selling securities to and from brokers, and adjusting price on a supply and demand basis. Brokers act as agents for investors, charging a commission of the deals they negotiate.

The old system of jobbers and brokers is being done away with in favour of a dual capacity system, where a broker will act as a principal as well as an agent. He will market a range of securities and make his income from trading profits as well as commission. "The existing fixed scale of commissions will be abolished in a year's time. This will lead to fierce competition and a struggle for market share at first," said Mr Harrison. "Experience in America suggests it will not necessarily result in a cheaper service in the long run."

Subject to stringent rules, membership of the Exchange will be open to foreign banks and other financial institutions.

There may be a shift towards fee income rather than commission for brokers — fund managers should be rewarded according to investment performance and quality of service, rather than having to rely on market activity for their income, said Mr Harrison.

He dismissed the widely held belief that investments in equities and gilts have not kept up with inflation. Equities, as measured by the FTA All Share Index, have produced an average gross rate of return above inflation since 1963. Gilts have produced a real rate of return since 1975. But personal shareholdings, which accounted for 59 per cent of the market in 1963, had declined to 23 per cent in 1984.

Optrex and Unichem managing director Peter Dodd have got more in common than meets the eye. They were both "launched" in 1936, and Dr David Goss, national accounts sales manager for Crookes Products, wasn't going to let the coincidence pass unnoticed. The original cartoon was presented to Mr Dodd at the Convention's gala dinner

Bright prospects for analgesic research

Duncan Flockhart are appealing to the Department of Health to have DF118 removed from the list of banned branded drugs covered by the limited list — even though it can be prescribed generically on the white list.

"We are concerned over the inclusion of DF118 in the therapeutic areas covered by the limited list," said Mr John Batchelor, marketing and sales director. "Our concern is not simply for sales, which increased after April 1, but that a powerful analgesic such as dihydrocodeine, should be wrongly considered suitable for mild pain."

The future of analgesic research was bright, due to recent discoveries about opioid receptors, said Mr Batchelor. Enkephalins were the first endogenous opioid peptides to be discovered in 1974. Since then two other groups, the endorphins and dynorphins, have been uncovered. The most likely advances in pain therapy will come from better understanding of how these substances produce their effects through specific receptor sites, he predicted.

Morphine produces analgesia by acting on opioid receptors in the brain. However, most of the drug's undesirable side effects are also produced there, and limit the use of what otherwise is the best analgesic available.

Analyses of the opioid peptides has now shown that their receptors exist in at least three different forms." Known as mu, kappa and delta, they have different functions and provide a real opportunity of separating the desired from the undesired

WHEN IT CON
IT'S NOT DIFFICULT

1. Which battery manufacturer sells more in the UK than all others put together?

2. Which company was the first to introduce a new generation of higher performance alkaline long life batteries?

3. Which battery outsells all others in the zinc carbon sector, by value?

4. Which is the only company that makes zinc carbon, alkaline, button cells and nickel cadmium rechargeable batteries in the UK – to give your customers the choice they need?

5. Which sector of the market (a sector dominated by Ever Ready) accounts for over 70% of batteries sold?

EVER READY. TI

To talk to the experts, call our Technical Sales Manager, Bill Bowry, on 01-882 8661 or 8681, or one of our Regional Sales Managers: Southern – Ron Fawcett, 0582 600171; Northern – Colin Wilbor, 061 796 7022; Scotland c N. Ireland – David Willgress, 041 551 8124.

S TO BATTERIES
FIND THE EXPERTS.

6. Which make of nickel cadmium rechargeable batteries holds the biggest share of the UK market?

7. Which make of batteries is the most widely used in UK households?

8. Which is the only UK battery company to win the Queen's Award for Export?

9. Which company was the first to make zinc air button cells in the UK?

10. Which brand of alkaline long life batteries has enjoyed the fastest growing brand share over the last two years?

TTERY EXPERTS.

s: All market facts relate to quarter-year ending June unless otherwise stated. Q2: Gold Seal – a new design is now being adopted by our major competitor.

Q7: Special equipment analysis carried out in April 1985 showed that over 8 out of 10 households use Ever Ready batteries. Q10: q/e June 1983 compared with q/e June 1985.

IMPORTANT ANNOUNCEMENT

Pharmacists, you know that the demand for Rehabilitation equipment is a large and expanding market. Wouldn't you like to benefit from this?

TVM undertake to supply direct to your customer – without packing or carriage charges – any item(s) from their Rehabilitation catalogue which has just become available and will provide all the reference information required. These transactions will be invoiced to your address following receipt of your order.

You will readily appreciate this nationwide direct delivery facility will relieve you of the appreciable cost of holding stocks, and the inconvenience of accommodating such bulky items as wheelchairs and other related Rehabilitation products.

The TVM Rehabilitation Equipment Scheme is designed to provide you with substantial profit without involving you in capital investment.

Take full advantage of this opportunity by offering your customers an unsurpassable service at no additional cost to you.

Either photocopy, or use the form below, for further details of our scheme.

Thames Valley Medical

TVM

Thames Valley Medical Limited FREEPOST Chatham Street Reading Berkshire RG1 1BR.
Telephone: 0734 595835

Please let me have details of the TVM Rehabilitation Equipment Scheme

Name

Position

Name of Pharmacy

Address

Postcode

Telephone

TVM Account Number (if applicable)

actions of morphine," said Mr Batchelor.

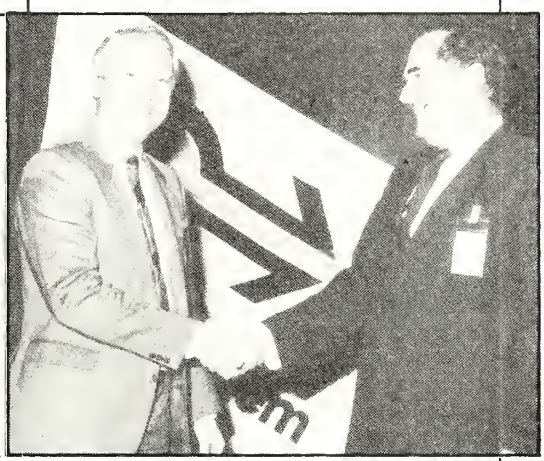
Just about all the actions of morphine are mediated through the mu receptor. Most laboratory tests which have been used to detect morphine-like analgesic activity are inadvertently specific for mu activity, which has hindered progress. Kappa receptors also mediate analgesia, although probably through a different anatomical mechanism to that produced by morphine.

But drugs that act on kappa receptors do not appear to depress respiratory rate, they do not produce constipation and have little or no dependence liability. Several kappa analgesic drugs are in clinical trial and the results will confirm whether any advances can be made, said Mr Batchelor.

Progress is also being made with another group of endogenous peptides, the tachykinins. One of these, substance P, is richly concentrated in the primary afferent nerves which carry sensory information from the peripheral organs and the skin to the spinal cord. Evidence suggests that substance P is the neurotransmitter primarily concerned with pain. Many research teams are seeking a selective substance P receptor antagonist, said Mr Batchelor.

Further tackykinin peptides have been isolated, neurokinins A and B, which are closely related to substance P and have potent actions on its receptors. "Substance P antagonists are beginning to emerge, but at present they are little more than research tools. It will be some time before they can be converted into useful drugs."

Unichem chairman David Mair (right) and Convention (and management services) director David Walker, who presided over the business sessions. An annual turnover figure of £500,000m was in sight, Mr Mair said. The growth of the company might suggest its size was making it impersonal, but that was not so with Unichem because of its structure



Ray Hammond, general sales manager, Kimberly-Clark (left) and Tony Dalrymple, national account controller, Bowater-Scott, formed an unlikely alliance to present the facts on the disposable paper products market. While Andrex takes 30.9 per cent (volume) of toilet tissue sales, Kleenex cleans up a 16.3 per cent volume share of the facial tissues market. Colin Hession, sales and marketing director of Cussons, argued there was no need to price cut on premium brands such as Imperial Leather. Terry Hallam, Cow & Gate national account controller, told pharmacists what mothers looked for in their shops

INSIGNIA
the new all-over body programme
display prize programme

OCTOBER PRIZE DRAW WINNERS

● ATARI 130XE COMPUTER
Corson Pharmacy, Hucknall

● TEXAS T 166 PROGRAMMABLE CALCULATORS
Alsopp & Burley, Acocks Green, Birmingham
Charles Thain, Fraserburgh
Coulson & Fisher Ltd, Sawston, Cambridge
Ratebrook Ltd, Cheadle Heath, Stockport
G. Lightfoot & Sons Ltd, Carlisle
G. E. Bridge & Co Ltd, Bournemouth
Jaycee Chemists Ltd, London W12
E. Moss Ltd, Feltham
Craven Pharmacy, Skipton
Kellys Chemists, Belfast.

● REMEMBER
You must have the Range Merchandiser on display when we call to present your prize.

● Keep your Merchandiser looking good! If you run low on stock call the Insignia Hotline on 091-237 1231.

● Watch out for the next Prize Draw Winners announcement in November!

Shulton (GB) Ltd,
Shulton House, Alexandra Court,
Wokingham, Berks. RG11 2SN.

Assessing a taxing problem

C&D looks at the rights and restrictions for Britain's taxpayers and points out their means of appeal

Tax is something nobody is keen to pay and all governments, including communist ones, have a difficult time collecting their revenue. The fact that almost all the money raised by taxation is theoretically spent for the benefit of the community makes parting with the cash no less painful.

In the UK (and in many other countries) the law relating to taxation seems, at first sight, rather unfair. Without any real knowledge of your income an Inspector of Taxes can 'make an assessment to the best of his ability.' Furthermore, if an Inspector suspects you have a source of income which has not been taxed, he may charge you tax based entirely on his suspicions, however vague they may be, and you have to show his suspicions are groundless.

The exercise of these remarkably wide powers begins with the issuing of an assessment — probably an estimated one. This is likely to be the first evidence presented to the taxpayer that the Inland Revenue considers he has a tax liability, and it is at this point that the taxpayer may well think he has been wrongly taxed.

The precise action a taxpayer takes once an assessment has been received will depend on what caused the tax inspector to raise the assessment. There are a number of clues in the assessment document itself. In the income section the various sources of income will be described. For example, earnings (wages and salaries), or profits (meaning profits of a trade — the type will also be be described). If the assessment is estimated then the amount of income will probably be in round figures and preceeded by the letter E.

Assessment notices are not the clearest documents in the world, as our examples show. The first point of confusion is that the assessement *notice* is not the assessment. When a taxpayer makes an appeal he has to specify which items are the subject of an appeal. In Example B the taxpayers would certainly have appealed the assessment on benefits-in-kind, but not necessarily the assessment on salary — which appears to be based on agreed figures.

If the assessment is not estimated, then the Inspector will have obtained information from the taxpayer or his professional adviser. Either this information will have been in the taxpayer's tax return, or in correspondence, or the figures may (exceptionally) have been agreed at a meeting.

If the taxpayer concludes he has an estimated assessment or that the figures on the document do not correspond with the tax return he has made, then he must give notice of appeal. More importantly, he must do this within 30 days — though in exceptional circumstances a longer period may be allowed.

Assuming that the amounts charged as income are incorrect, then the amount of tax based on that income will also be wrong. If the taxpayer does not give notice of appeal in time, the Revenue will not accept the correct figures of income.

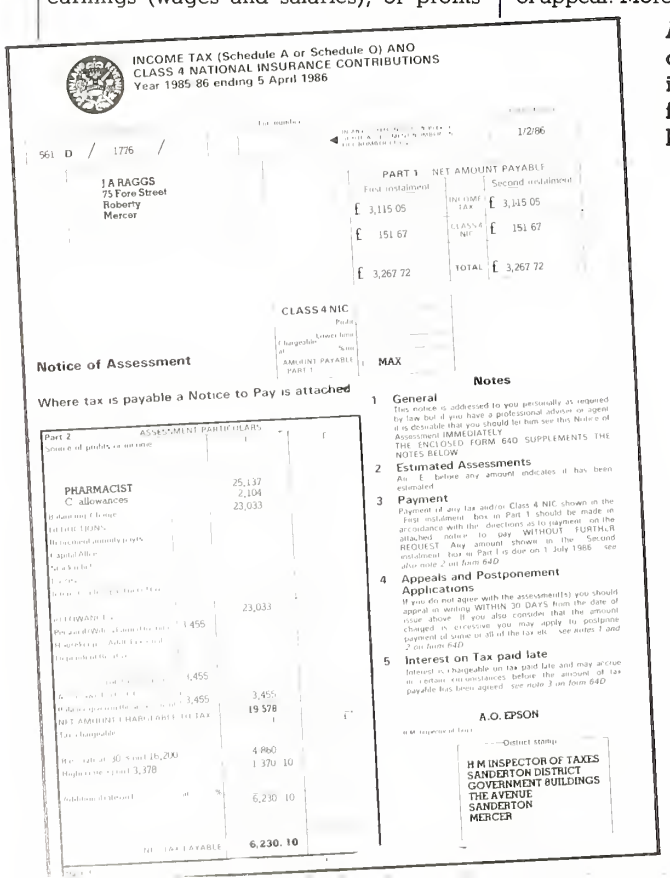
It is a golden rule of taxation that the taxpayer must deal with any communication from the Inland Revenue promptly just to protect himself against these powerful administrative rules. More than one taxpayer has fallen foul of this trap. It is all too easy to put off dealing with correspondence, especially when this involves parting with money for no obvious gain. When the Revenue collect the tax the aggrieved taxpayer may object and refuse to pay, trying to seek a remedy through the Courts. Sadly the Courts follow the law dispassionately (even though judges may express sympathy for the taxpayer as they hand down a judgement against him).

How to appeal

Assuming the taxpayer makes his appeal against an assessment in time, what happens? First the taxpayer must submit the correct figures to the Inspector of Taxes. These may have to be supported by evidence such as certified copies of accounts (which themselves may have to be supported by evidence).

The Revenue have considerable powers and rights in this respect. In particular, they have the power to maintain that their original assessment is correct and not to reveal how they came to those particular figures. Therefore, in negotiating with the Revenue to enter the correct figures in the assessment, the Revenue holds almost all the cards. If the Revenue refuse to accept the taxpayer's submissions then the taxpayer must exercise his rights under the law.

When the taxpayer lodges his notice of appeal he makes it to the Commissioners. This is the primary court in any proceedings against the Revenue by the taxpayer and vice versa. The decisions of these courts are very important because they make findings of 'fact.' Most taxpayers' arguments will centre on the facts, for example whether a particular type of income actually exists and if so, how much was received by the taxpayer. Disputes on what the law actually means are undertaken in the higher courts (up to the House of Lords), following initial proceedings before the Commissioners. In view of the cost of taking cases through the higher courts only the most valuable cases



INCOME TAX (Schedule A or Schedule D) AND
CLASS 4 NATIONAL INSURANCE CONTRIBUTIONS
Year 1985-86 ending 5 April 1986

561 D / 1776 /

1/2/86

J A RAGGS
75 Fore Street
Roberty
Mercer

PART 1 NET AMOUNT PAYABLE

	First instalment		Second instalment
INCOME TAX	£ 3,115 05		£ 3,115 05
CLASS 4 NIC	£ 151 67		£ 151 67
TOTAL	£ 3,267 72		£ 3,267 72

CLASS 4 NIC

Notice of Assessment

Where tax is payable a Notice to Pay is attached

MAX

Notes

1 General
This notice is addressed to you personally as required by law but if you have a professional advisor or agent it is desirable that you should let him see this Notice of Assessment IMMEDIATELY
THE ENCLOSED FORM 64O SUPPLEMENTS THE NOTES BELOW

2 Estimated Assessments
An 'E' before any amount indicates it has been estimated

3 Payment
Payment of any tax and/or Class 4 NIC shown in the 'First instalment' box in Part 1 should be made in accordance with the directions as to payment on the attached notice to pay WITHOUT FURTHER REQUEST. Any amount shown in the 'Second instalment' box in Part 1 is due on 1 July 1986 see also note 2 on form 64O

4 Appeals and Postponement Applications
If you do not agree with the assessment(s) you should appeal in writing WITHIN 30 DAYS from the date of issue above. If you also consider that the amount charged is excessive you may apply to postpone payment of some or all of the tax at. See notes 7 and 2 on form 64O

5 Interest on Tax paid late
Interest is chargeable on tax paid late and may accrue in certain circumstances before the amount of tax payable has been agreed see note 3 on form 64O

Part 2 ASSESSMENT PARTICULARS

Source of profits or income

PHARMACIST
C allowances

25,137
2,104
23,033

23,033

1,455

1,455

3,455 3,455

19 578

4 860
1 370 10

6,230 10

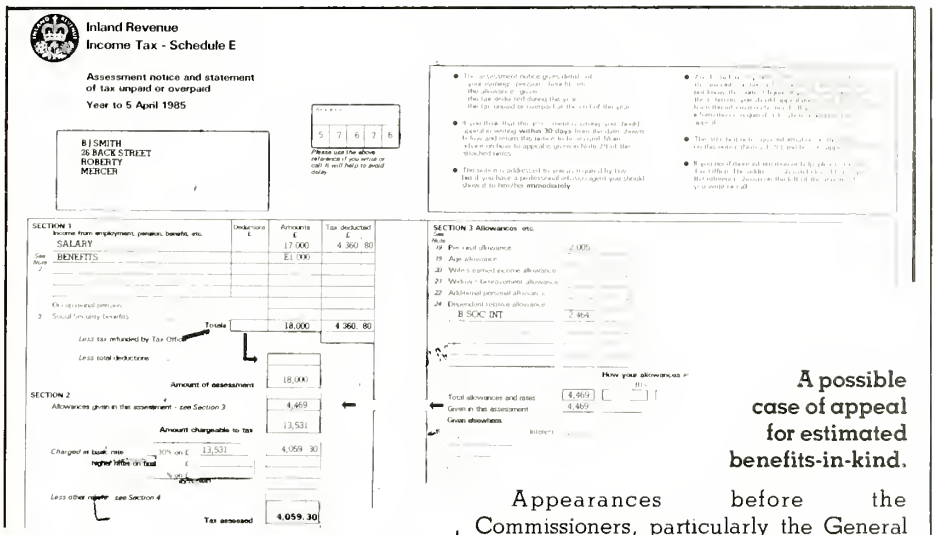
NET TAX PAYABLE 6,230. 10

A.O. EPSON

District stamp

H M INSPECTOR OF TAXES
SANDERTON DISTRICT
GOVERNMENT BUILDINGS
THE AVENUE
SANDERTON
MERCER

An example of the document a taxpayer is likely to receive from the Inland Revenue.



Inland Revenue
Income Tax - Schedule E

Assessment notice and statement of tax unpaid or overpaid
Year to 5 April 1985

B J SMITH
26 BACKSTREET
ROBERTY
MERCER

5 7 6 7 6

Please use the above reference if you write or call. It will help to avoid delay.

SECTION 1

Income from employment, pensions, benefits, etc.	Deductions £	Amounts £	Tax deducted £
SALARY		17 000	4 360 80
BENEFITS		E1 000	
Totals		18,000	4 360 80
Less tax refunded by Tax Office			
Less total deductions			
Amount of assessment		18,000	

SECTION 2

Allowances given in the assessment - see Section 3		
	4,469	
Amount chargeable to tax	13,531	
Charged at basic rate 30% on £ 13,531	4,059 30	
higher hitbs on taxt		
Less other reliefs see Section 4		
Tax assessed	4,059.30	

SECTION 3 Allowances etc.

Note		
19	Pension allowance	£005
19	Age allowance	
20	Widow's earned income allowance	
21	Widow's bereavement allowance	
22	Additional personal allowance	
24	Dependent relative allowance	
	B SOC INT	2 464
	Total allowances and reliefs	4,469
	Given in this assessment	4,469
	Given elsewhere	

How your allowances are ...

Interest

A possible case of appeal for estimated benefits-in-kind.

tend to go forward — thus, if a taxpayer fails before the inexpensive Commissioners, weighing the balance of tax saved against the cost of litigation may mean that the taxpayer suffers a net expense, and continues to be wrongly taxed, because it is not worth pursuing the case.

Appearances before the Commissioners, particularly the General Commissioners, are fairly informal. The taxpayer may conduct his own case, as he may do in the higher courts, though professional representation could offer more tactical opportunities in the hearing. There are obvious advantages to taking professional advice from an accountant or lawyer before proceeding with the appeal. The taxpayer may suffer a basic misunderstanding of the law and be trying to follow a hopeless line of argument. Alternatively, the case can be put wholly in the hands of a professional and the taxpayer just sits back and pays the bill.

Many items on a tax assessment could be incorrect. For example, there may be many sources of income, deductions or expenses, personal allowances and so forth. But, if the dispute is merely over an arithmetical error, there is no need for the appeal procedure — a letter pointing it out will do.

The key points to act on if you think you are paying the wrong tax are:

☐ 1 Prompt action on receipt of any communications from the Inland Revenue.

☐ 2 Remember to act before the time limit specified in the documents.

☐ 3 Keep copies of anything you send to the inspector or collector so that you can check any assessments raised by him.

☐ 4 Use the appeal procedure freely — the vast majority of appeal cases are resolved before an appearance in front of the Commissioners, and it's free.

Put an end to dysmenorrhoea. Period.

More and more women will be coming to you for advice on period pains.

Not just the 31%* of 18-34 year-olds who until recently might have consulted their doctors.

Women's attitudes are changing. Instead of grinning and bearing dysmenorrhoea they are beginning to question whether enduring the discomfort is necessary. More women are looking for a safe, effective pain-reliever.

SECLODIN, because it is Ibuprofen-based, is exactly what they're after.

Not only does SECLODIN relieve the stomach pains normally associated with periods, because Ibuprofen acts as a general pain killer it also eases the headaches and backaches that often happen at the same time.

And, unlike other Ibuprofen pain-relievers, SECLODIN comes in capsules so taking them is easy too.

In October we're intensifying our heavy-weight advertising campaign in women's magazines.

As more than half the female population suffers from period pains at some time, and as SECLODIN is only available from pharmacists it looks as if our campaign will keep you very busy.

*Survey of 100 Working Women' commissioned by ICC.

Pain relief for today's woman.

Taking out a contract on a survey

When vocal support for the new contract only serves to encourage the pressure groups, and constructive criticism alienates the majority who genuinely want an end to leapfrogging, then it must seem as though the subect has divided into two camps and become immovable. Council member Mr Ashwin Tanna deserves some credit for trying to launch a new iniative with his "survey," but measuring support for the contract by referendum gets us nowhere especially when he provides us with wrong information *(C&D,* October 19, p690).

As a member of the Society's Council, Mr Tanna must know that the new contract can not guarantee freedom from leapfrogging. It is a misrepresentation to suggest that the new contract holds this promise, and is misleading if the argument is used to rally support. All it does is guarantee a democratic process which can operate against established pharmacies, wherever existing arrangements fall short of the ideal, and are contrasted with projects which deliberately set out to claim both necessity and desirability. The outcome is unpredictable.

The contract already has the broad support of contractors and has foundered on the belief by Department of Health lawyers that the regulations are not decisively clear should some disaffected party contest the legality of restriction of contract. Primary legislation to strengthen the Department's hand would take time and the determined resolution of the Minister of Health. If the Secretary of State made the decision and Mr Barney Hayhoe was sent in to save the Government from further embarrassment in the courts, then I doubt the will to bow to back-bench pressure or referenda with the contract as it stands.

Government reluctance may also stem from further consideration of the inadequacies of the contract. On our side, it does not stop leapfrogging and on the Department's side such a system cannot produce predictable returns. Long term savings can only be made through a system which allows for the input of planning and budgeting.

In this respect we *both* need more effective control over contract limitation in a strengthened agreement which treats us all fairly.

Government needs to be able to relate the provision of pharmaceutical service to population density (among other social criteria). It also needs to establish long term goals, through the Family Practitioner Committee structure, to effect gradual and purposeful change. This approach embodies our own desire for rational location where the Government can contribute compensation for closures and incentives for openings. At the same time this must mean total prevention of pharmacies opening outside the agreed strategic plan. This may seem unpalatable for some, but it is the only true guarantee of an end to leapfrogging.

How can Mr Tanna suggest that without a pile of "Yes" votes we may lose sight of rational location, when it is certainly not in the Government's intest to do so? The new contract he supports proposes irrational location in adopting change by the same uncaring and arbitrary means of economic attrition that is the commonplace fate of the leapfrogged. This answer has been grabbed too hastily by the Pharmaceutical Services Negotiating Committee and produces only short-term gain for some and long-term damage for all.

The metamorphosis which the new contract has undergone since our initial proposals were made has been astounding, and now seems to have entered a hibernatory phase. The butterfly that will eventually emerge and take wing deserves the time to mature properly. I can not support Mr Tanna in his bid to launch the chrysalis and pilot it across the Thames, somehow it seems doomed to failure.

Noel Baumber
Grantham, Lincolnshire.

New contract misconceptions...

Meeting contractors locally I am concerned about some misconceptions which have emerged regarding the new contract. We will not be worse off when the Basic Practice Allowance goes. The global sum will be redistributed via enhanced fees, and on-cost. The vast majority will be financially better off under the proposals.

Thousands of pharmacies will not close — 1,400 contractors in Group 1 will be affected. Some of these are senior pharmacists locked into unsaleable businesses who will welcome compensation and retire with dignity. Most of the remainder are high cost pharmacies who receive an average £1.50 per prescription — subsidised by everybody who receive an average £1.10 per prescription.

Messrs Underwoods' NHS turnover is approximately £1.5m (4 per cent of £37m). They dispense an average 760 prescriptions per "store" per month. The propoals will adversely affect them by only £113,000 pa. Is it right that they should "go public" while being subsidised by the rest? Even so, there is no proposal to close anybody down, simply to readjust

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remuneration to a fairer level.

To those pharmacists who have lost hope, let me say this. The new contract is not dead — far from it!

1) The Law Reform (Scotland) Bill should shortly go before the Commons with a clause enabling the new contract to be effected in Scotland (Not so — see p734).

2) A judicial review will establish whether the Secretary of State has the primary powers to introduce regulations in England and Wales.

3) If these powers, do not exist (and PSNC's advice is that they do!) then primary legislation must be introduced in this session of Parliament. PSNC believes that the political will to bring this about exists both within the DHSS and in Parliament.

But it is vital that all MPs are convinced that the majority of contractors want the new contract (see p734).

The future of the contract lies with individual contractors. I would urge all to write to their MPs without delay and let them know the strength of feeling which exists within pharmacy. PSNC continues to fight and together we can win.

D.M. Billington
Mersey Regional Representative, PSNC.

Contracting out

I would not be happy to accept the new contract offered by Government (see provisional *C&D* survey results, p734). Successive Governments have shown that decisions taken have to be politically expedient, irrespective of whether any decisions are fair or honourable.

The hysteria of approval voiced by pharmacists over the new contract when it was announced, was both naive and was a classic case of over reaction. It is doubtful if restriction of contracts would work in practice, because powerful lobbies would ensure that restriction was held to be against the public interest. Furthermore, I do not want to see the leapfroggers of the past few years legitimised, while those honourable men who have been leapfrogged find themselves doing below 16,000 scripts per annum and on the scrapheap.

Limitation of contracts is an ideal I subscribe to. But it shouldn't be dangled in front of us to obscure what we could be giving away to achieve it. In short, the price would have been far too high. Ask the 2,000 or so whose livelihoods were threatened with redundancy.

The Government scheme cannot be counted on, as no Government is honourable. It was a cost saving exercise which, by its hard sell, the PSNC convinced contractors was right for pharmacy. It is certainly not in our long-term interests to trade in a reasonable on-cost, Basic Practice Allowance (which must be substantially increased), and the other benefits we have received, in the hope that our geographical distribution will be rationalised.

It does not matter how long and hard the PSNC has deliberated — it has got it wrong and must start again. Let us all be consulted, by a questionnaire similar to Mr Tanna's in *C&D* last week, but it must be much more detailed, so that PSNC can see what grass root pharmacist really want.

Also, ask the 670 or so waiting to register premises whether they consider it fair or honourable to steal the livelihoods of their pharmacuetical colleagues.

J.V.Tapster
Herts

More **Letters** *on p770*

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Age Concern's drug advice

A checklist of "things to ask your pharmacist" is given in a new guide to medicines for elderly people, published by Age Concern.

Among the subjects listed are the proper times to take medicines, side effects, and whether OTC medicines will interfere with other drugs. Written by medical journalist Pat Blair with the assistance of the Pharmaceutical Society, "Know your medicines" advises the elderly to select their pharmacy with care, and to use only one pharmacy for medicines. The book is available at £3.75 retail, with 35 per cent trade discount, from Age Concern. Only 14 per cent of elderly people visit a pharmacy at least once a week, according to a survey by Age Concern.

Nearly two-thirds of the 1,237 shoppers aged 65 or over, inteviewed last February, said that the nearest pharmacy was more than a quarter of a mile from where they lived.

Age Concern have launched a campaign to encourage retailers to help their elderly customers enjoy shopping. Another report concludes that elderly consumers are a valuable market and suggests ways in which retailers can cater for them more effectively. "The elderly shopper" (£4.50), "Survey of the elderly shopper" (£4.50) and a free leaflet on "How you can help your elderly customer" are available from marketing department, Age Concern England, 60 Pitcairn Road, Mitcham, Surrey CR4 3LL.

Script error death link?

Pharmacist David Albert gave an 84-year-old woman the wrong drugs for her heart condition — and she died less than 24 hours later.

Mr Albert, of Westbourne Grove, Paddington, gave ergometrine to Miss Mary Elizabeth Harvey instead of the glyceryl trinitrate she usually had on prescription from her doctor.

He told an inquest at Westminster Coroner's Court last week: "I may have been distracted at the time of dispensing."

He added that the mistake had occured because the ergometrine was on the same shelf as Miss Harvey's usual tablets. She told him later that she had taken three of the tablets and was "a bit worried."

Mr Albert told the court he dispensed about 1,200 prescriptions a month.

Pathologist Dr Iain West gave the cause of death as coronary artery disease. He said Miss Harvey, of 26 Newton Road, Paddington, had suffered from a hole in the heart and she also had possible rheumatic heart disease.

"She had lived with the hole in the heart for a long time," he said. Her real trouble was that the heart arteries had narrowed by 90 per cent while the three most important arteries had been obliterated. He said the use of ergometrine would have caused her death because of her artery condition. "There is the strong presumption that she died soon after taking the tablets," said Dr West. "The tablets could have induced a coronory spasm."

Dr Stella Murray said she was called when Miss Harvey's neighbour was told that she had taken the wrong tablets. Miss Harvey was not sent to hospital immediately but when her condition deteriorated she was rushed to St Mary's where she died on August 1, less than 12 hours after admission.

In recording a verdict of misadventure coroner Dr Paul Knapman made the comment: "The only way to avoid this is to pay meticulous attention to details at all times."

He continued that with hindsight it may have been better to send Miss Harvey to hospital when it was realised she had taken the wrong tablets. Dr Knapman added that he would not apportion blame for the death.

Blood loss from NSAIDs a problem

The volume of blood lost in a year because of gastro-intestinal side effects of aspirin and other non-steroidal anti-inflammatory drugs approaches the amount that donors give annually, a clinical pharmacologist has warned.

The huge number of NSAIDs taken every year (1,640 million aspirin tablets, 22 million prescriptions for other NSAIDs and a significant number of doses of OTC ibuprofen) combined with a blood loss as high as 10ml a week meant there is a considerable problem.

"To give some idea of the size of the problem, the amount of blood lost is significant, and may approach the sort of volume of blood collected by the transfusion service in a year," Dr Tony Collins, senior lecturer in clinical pharmacology at the Royal National Hospital for Rheumatic Diseases in Bath, told a conference on the side effects of NSAIDs.

■ Pfizer Inc has been awarded an interim injunction in its doxycycline patent infringement lawsuit against Cehasol Ges. MBH by the Vienna Higher Court, reversing the lower commercial Court's decision.

LETTERS

More **Letters** *on pp768,769*

Does NAPD have members' support?

I have been somewhat surprised to read Press reports regarding the intentions of the chairman of the National Association of Pharmaceutical Distributors.

I am bound to wonder whether his crusade against parallel importing has the wholehearted support of his members in view of the fact that both Messrs Macarthys and Vestric have attempted to enter negotiations with my company.

The latter approach was as recently as last week and indicated their interest in entering into a joint parallel importing venture. One is therefore drawn to wonder whether the activities of the NAPD define a state of disharmony among the membership, or are merely a demonstration of hypocrisy in the extreme?

Even though my company has no desire to do business with these people we do derive some amusement from their antics.

M.C. Hamilton,
Stephar BV, Ijssel, Netherlands.

Count us out...

This letter is written in response to one from Mr C. Flynn (*C&D* last week). We, the undersigned, do not wish to be associated with the opinions and sentiments expressed where they may appear to be attributed to Manx pharmacists in general.

In addition, we wish to make it known that only a small minority of Manx pharmacists are members of the BPA.

Messrs M.G. Parry, B.A. Charlton, E.D. Kerruish, J. Kelly, R.E. Callister, S.R. Armstrong, H. Kerruish Ltd, R. Baker, J. Hemensley
Isle of Man

Proximity and 'open all hours' — selling points...

Being able to shop close to home is the most important factor for most people when buying chemists' goods. The next most important consideration is opening hours, according to a report by retail analysts Phillips Russell Hyman.

Of the 1,544 adults interviewed by Marplan, 47 per cent mentioned proximity to home as being among the three most important factors (out of 13) when buying chemists' goods. There was little variation between men and women or people with or without children.

Convenient opening hours were mentioned by 35 per cent. Men felt rather more strongly about this factor than women but children had little influence. The third most popular factor was expert and helpful staff (29 per cent), followed in this order by wide choice of products, always stocks what I want, clean and hygienic shop, good quality products, branch in major shopping centre, low prices (14 per cent), sells good own label products, sells leading brands, easy parking, and sells non-chemist goods.

Verdict believes that drug stores are not perceived by the public as selling chemists' goods as such. Factors which could be associated with grocers and drug stores, such as low prices and easy parking, all appeared well down the list of important considerations.

"It is perhaps ironic that if these results reflected the reality of the market place the chemists' busines would be very different," comments Verdict. "What they do reflect, is the extent to which perceptions of the chemist, in terms of the products and services offered, have narrowed."

Almost three in four of the adults interviewed, last June, had been to a pharmacy in the previous two weeks. In the case of women the figure was 84 per cent. A "remarkably high" 93 per cent left after buying at least one item.

Only 14 per cent had visited a drug store during the same period but, given the number of outlets, this represented a higher proportion of visitors than was attracted to chemists. 88 per cent of people entering a drug store made a purchase.

A quarter of adults had bought OTC medicines from a pharmacy or drug store in the month before the interview. Women bought more than men. The highest rate of purchase (31 per cent) occurred in the 45-55 and over 65 age groups.

A higher proportion (32 per cent) had bought medication on prescription, confirming the importance of dispensing as a generator of store traffic and 45 per cent had bought toiletries, which formed the most important product group in terms of volume of purchasers. Baby products attracted purchases from one fifth of respondents. *Verdict on Chemists and Drug Stores, October 1985 (£325). Phillips Russell Hyman Ltd, 54 Wardour Street, London W1Y 3HN.*

...as Verdict says chemists' prospects poor

The drug store sector is one of the most exciting in British retailing today, with virtually unparalleled growth potential. In contrast, the typical chemist may not survive relying on his retail alone.

According to the Verdict report, since 1980 sales through drug stores have grown 2.5 times to reach about £413m in 1984 through 1,500 outlets. Most are in the South but openings in the rest of the country are rapidly gaining pace and Verdict expects the five major multiples (Superdrug, Share, Medicare, Tip Top and Billingtons) to open over 100 more outlets altogether between them.

The "explosive growth" of drug stores, which have virtually doubled their share of chemists' non-NHS sales in five years, has weakened pharmacies and is the cause of increasing reliance on NHS income, Verdict says. Drug stores' share of the market has grown from 10.8 per cent in 1980 to 19.7 per cent in 1984. Last year they had a 12 per cent share in toiletries, 5 per cent in cosmetics and the same in OTC medicines.

The report notes that the prospect of chemists reversing their dependence on prescription income and improving their sales of other goods are extremely remote. Expansion of the semi-ethical sector of the OTC market will provide a degree of insulation and will probably increase sales but Verdict believes the situation in every other market is unlikely to improve.

In 1984 chemists relied for 10.8 per cent of their turnover on toiletries, 6.1 per cent on cosmetics/perfumery, 8.4 per cent on OTC medicines and 29.6 per cent on other products.

The NPA is among the organisations distributing "Keep Sunday special" posters, in support of the campaign against Government Sunday trading proposals

NCT says 'vote'

A draft Bill suggesting local votes to decide on the Sunday trading issue has been drawn up by the National Chamber of Trade.

Under the Chamber's proposals, local authorities would conduct polls for their areas, if they believed the majority of shops there favoured Sunday trading. Stationery, photographic film and food and drink (until 1pm) would be among Sunday exemptions.

"What is needed is a middle way," say the NCT, who want regulation of hours to ensure competition does not lead to a free-for-all. "Extending the purchasing period to seven days will not mean that the housewife suddenly has more money to spend, but simply that she will be able to take an extra day in spending what she already has."

The paper, which is being submitted to the Committee of Inquiry into the proposed Shops Acts changes, is based on views from trading community representatives.

Three golds

Three processing laboratories have won Kodak's August gold awards.

Winners are Grunwick Processing Labs, Borehamwood; Marlow Colour labs, Canterbury; and Nashua Photo Products, Paignton. All have achieved the "point standard" in four consecutive months.

The mini-lab, One Hour Foto, Maidstone, wins a silver award, for achieving the standard in July and August.

Underwoods go public

Underwoods went public this week with an offer for sale of 6,800,000 ordinary shares at a miniumum tender price of 115p.

The company is issuing 2,550,000 new ordinary shares to raise about £2.9m and the remaining ordinary shares are being sold by existing shareholders. The whole represents 25 per cent of the issued ordinary share capital.

Going public will help to encourage the expansion which has been a major feature of recent years, says group managing director Brian Kerner, who believes the company could open an average of 15-20 stores a year.

There are currently 35 pharmacies with a total net selling area of 102,000 sq ft, located mainly in the City and Central London, with three in the London suburbs. Six new stores, including one in Maidstone and in Bath, are due to open by the end of next January, when the total net selling area will be 120,000 sq ft. Underwoods eventually intend to go national.

Since 1980, when there were 20 branches, turnover has doubled to £29.816m and profit before tax increased five times to £1.591m. The directors are forecasting a profit before tax of at least £2.3m for the year ended January 31, 1986. Turnover for the six months to July 31 was £16.715m and profit before tax £0.65.

In the year to July 31, average sales per sq ft of net selling area was £401 (excluding VAT). During this period toiletries accounted for the highest proportion of sales at 19 per cent, followed by cosmetics and perfumes at 18 per cent and then chemists goods (including dispensing and health food) at 16 per cent. Although NHS dispensing accounted for less than 5 per cent, the directors believe this service embraces the group's professional image.

Application has been made to the Stock Exchange for the ordinary shares to be admitted to the offical list and it is expected that dealings will start on November 5 (see also last week p 693).

Pavion fly high

Pavion International have announced pre-tax profits of £1.7m for the six months to August 31, compared with £228,000 in the same period last year.

Operating profits for Sangers Photographics, who bought the company earlier this year (see *C&D* January 26, p200), stand at £289,000. New chairman Roland Smith says Sangers' profits fall (from £390,000) is mainly due to a poor British Summer. Pavion — the name was taken on after the acquisition — say their results reflect the performance of the US cosmetics group. The US pre-tax profits for 1984-85 stand at $8.1m — compared with $3.6m in the previous year.

UIC loans plan

Small Firms Minister David Trippier and Employment Secretary Lord Young have asked the Union of Independent Companies to draw up plans for a revised Loans Guarantee Scheme.

The UIC report will propose that the scheme have its own budget, according to a *Financial Times* report. This will be allocated to banks approved to disburse government-guaranteed loans to small businesses. The plan will be based on loan portfolios marketed in America, says the *FT*, and may be part of the Department of Employment's next Budget submission.

Hanimex buy

Hanimex have bought a US photographic distributor for £26.7m.

Bill Cutbush, managing director of Hanimex, says the enlarged group will continue the company's growth in profitability. The transaction should be completed by the end of November.

¾m 'private' jobs

The self employed are aiming to create at least 750,000 new jobs over the next two years. But 59 per cent say the Government has done little to help them succeed.

A third of 1,020 self employers want more staff in the near future, says a survey commissioned by Legal & General. Over half the sample complained of hindrance by Government and being inundated with paperwork. Legal & General's Self Employed Report offers business advice.

Standing advisory committee on trade marks: David Lewis becomes chairman, after representing the International Chamber of Commerce since 1976.

New Revlon bid

Pantry Pride, the US supermarkets chain, has renewed its bid for Revlon with a $58 a share offer.

The new offer, reported in the *Financial Times,* is designed to overcome the "lockout" option given by Revlon to Forstmann Little (see *C&D,* October 12).

EVENTS

M&B community pharmacy award

May and Baker invite pharmacists to the presentation of their 1986 community pharmacy award on November 3, 10am-4pm, Royal Garden Hotel, Kensington.

The morning session includes Dr Nick Barber on "The case for counselling the elderly" followed by a workshop. Mrs Kay Roberts will give her 1985 community award lecture on "A domiciliary clinical pharmacy service," which will be followed by the announcement of next year's winner.

Applications should be sent to Diane Clarke, Ampercord Public Relations, 19 Great Portland Street, London W1N 5BB.

Sunday, October 27

Young Pharmacists Group, Pharmaceutical Society headquarters, 1 Lambeth High Street, London at 3pm. To introduce the group and explain its aims and organisation.

Tuesday, October 29

Ayrshire Branch, Pharmaceutical Society, Piersland House Hotel, Troon at 8pm. Mr C.F.A. Downie on "Hypnotherapy."

Yorkshire Region, National Pharmaceutical Association, The Parkway Hotel, Otley Road, Leeds at 8pm. Mr T.P. Astill, director and Mr W.H. Chanter, chairman are the speakers. Tickets £5.00 from Leslie Calvert, 45 Upper Accommodation Road, Leeds (tel: 0532 484746).

Sub-committee for Post Qualification Education and Training of Pharmacists, Medical Biology Centre, Lisburn Road, Belfast at 8pm. Mr I. McFarland will give an update on pharmacy legislation.

Wednesday, October 30

Bath & District Branch, Pharamaceutical Society, School of Pharmacy and Pharmacology, Bath University, Room 5 West 2.4 at 7.30pm. Part II of the postgraduate refresher course "Geriatrics."

Dumfries and Galloway Branch, Pharmaceutical Society, Dumfries and Galloway Royal Infirmary, 7.30pm Mr CCB Stevens, "Strict liability and other consequences for pharmacy.

Advance Information

Young Pharmacists Group. Founding meetings to detail the aims and organisation of the group. Sunday, November 3 at the Midland Hotel, New Street, Birmingham; Sunday November 24 at the Angel Hotel, Westgate Road, Cardiff, and Sunday December 8 at the Brunsfield Hotel, Brunsfield Place, Edinburgh. All meetings start at 3.30pm. All welcome with no age limit.

The Royal Society, Wednesday, November 20 at 6pm. Professor D.J. Weatherall, John Radcliffe Hospital, Oxford will talk on "Genetic engineering and human disease." Further information to The Royal Society, 6 Carlton House Terrace, London SW1Y 5AG. Telephone: 01-839 5561 ext 277.

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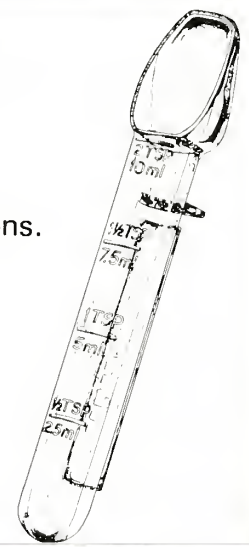

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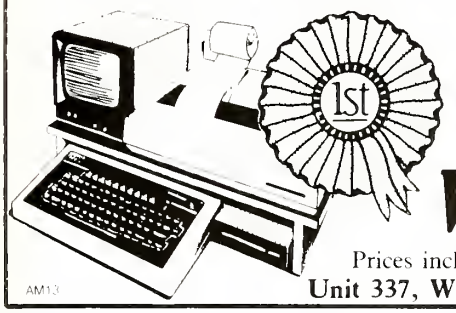

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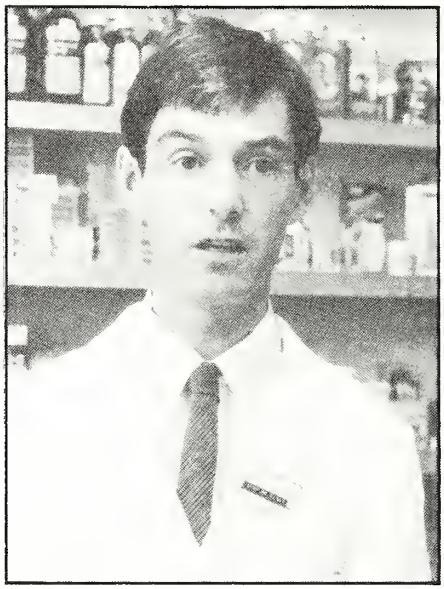
Pharmacist in NY marathon

A Bradford pharmacist will be running for New York's marathon on October 27.

John McElroy, a Numark member who works for A. Davy in Idle, will jet over for the race on his first ever flight, leaving two days to recover from jet lag.

Mr McElroy has already run several half- and full marathons — including the London Marathon. He was among the first two thousand finishing that race last year, out of 20,000 runners.

Training has to be fitted in around working hours. "I run an average of eight miles a night — about an hour's worth," he says. "If I've had a hard day at work, it may be less."



Marathon man John McElroy.

Weather permitting, he hopes to better his personal best of around three hours. "But if it's very hot, I'll just try and finish, and go fairly easy. At any rate, I'm looking forward to it all very much."

Walker's move

PSGB Council member Graham Walker, FPS, FBIM has sold his Spalding pharmacy and moved down to Devon.

Mr Walker, who has been Secretary of the Lincolnshire Pharmaceutical Committee since 1973, and largely responsible for organising the illustrious list of guest speakers at its annual conference, has bought an old-established pharmacy at Budleigh Salterton. He is currently chairman of the Society's Ethics Committee.

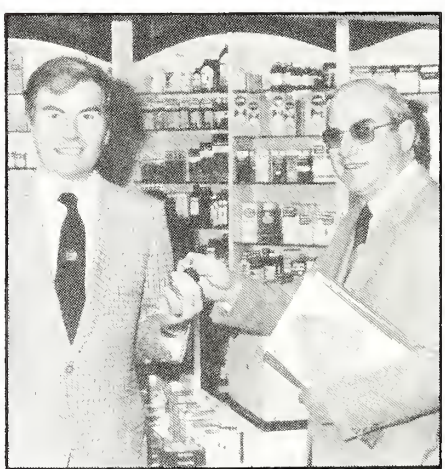
Polished past

A complete Victorian pharmacy has been sold to antique dealers, who are giving it a facelift before finding a new owner.

Pharmacist Fatehali Hassanali ran the 100-year-old shop in Cardiff for six years before selling it as a single unit to Bailey's Architectural Antiques at Ross-on-Wye. Now his site is refitted as a modern pharmacy. "I was fairly attached to the place and wanted it to be preserved," he explains. "It was difficult to work with the old equipment. There were 156 labelled drawers, and I couldn't get everything on display. Now I have a lot more room." Among the shop's features are a 20ft drug run and a large mahogany cabinet.

Bailey's expect the restoration to take around two weeks, and are even reconstructing the original shop front's lettering and gas lamps. "Some parts of the shop were removed and others broken," says a spokesman, "but it was in pretty reasonable condition." There are a few interested parties, say Bailey's, including a prop hire specialist in the film industry.

Back in Cardiff, the old shop has been missed. "Customers still comment on the old features," says Mr Hassanali. "The shop had a lot of character. But it certainly wasn't a very comfortable place to work."



Ian Bradshaw, MPS, has got the key of the door. He may not be 21, but he is the proud owner of a new car, after winning the Astec free car draw at Chemex '85. Mr Bradshaw, of Jukes Chemist, Basingstoke, says he is "absolutely delighted". The car keys were presented by Astec area representative Ian Crimp

Gay's away

Ron Gay, the chairman of International Chemical Company for 13 years, has retired.

Mr Gay joined ICC in 1959 as sales manager and has been marketing director and managing director. He is a Freeman of the City of London and a founder member of the City Livery Company of Marketors. He has also held the vice-presidency and directorship of the Proprietary Association of Great Britain.

APPOINTMENTS

Braun's UK staff go East

Two major promotions have been announced by Braun UK.

As from December 1, marketing director Bengt Lofquist will take up the post of general manager of Braun Sweden. He has held his present position for five years.

Bryony Moore, product manager on personal care, is leaving Britain to become business manager of personal care at the Braun headquarters in Germany.

Zimmermann Hobbs Holdings Ltd: Dr Peter Bellingham has been appointed purchasing/essential oils trading director from April 1, 1986. He is currently commercial development manager with New Era Foods, and joins on November 1.

Richard Daniel & Son: John Sloan, MPS, becomes general manager of the specialist manufacturing division. Mr Sloan has been responsible for production and development for the past six years.

Colson & Kay: marketing director Jeni Carter is leaving to take up a position with Ciba Consumer Pharmaceuticals. Ms Carter becomes group brand manager.

DEATH

Forrest: Lavinia Mary Forrest of Newtonabbey, co Antrim, on September 16. Miss Forrest registered in 1930 and was the first winner of the Northern Ireland Society's Gold Medal. She ran her own pharmacy for several years on the Crumlin Road in Belfast.

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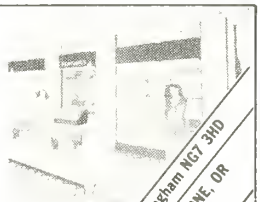

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